

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

FEBRUARY 1, 1953



*Hypericum Dawsonianum*

**SEEDS** TREE—SHRUB—PERENNIAL  
FLOWER—GRASS—VEGETABLE

Correspondence with seed collectors and growers invited.

**HERBST BROTHERS**

678 Broadway, New York 12, N. Y.

Free catalog "Seeds for Nurserymen."

# SHRUBS – Northern-grown

**Now in storage, ready for shipment when wanted!**

These are heavy, well-rooted 2 and 3-year shrubs, well-furnished and suitable for critical landscape trade. Refer to our Spring Wholesale Trade List, now in the mail, for a more complete listing and description.

TERMS—Regular. All prices are per 100 plants.

If interested in quantity lots write for special prices.

|                                    | Per 100 |                                  | Per 100 |                                     | Per 100 |                                                        | Per 100 |
|------------------------------------|---------|----------------------------------|---------|-------------------------------------|---------|--------------------------------------------------------|---------|
| <b>ALMOND, Pink, Own-root</b>      |         | <b>EUONYMUS atropurpureus</b>    |         | <b>LILAC, Common purple</b>         |         | <b>SPIRAEA vanhouttei</b>                              |         |
| 2 to 3 ft.                         | \$50.00 | 18 to 24 ins.                    | \$40.00 | 12 to 18 ins.                       | \$25.00 | 12 to 18 ins.                                          | \$18.00 |
| 3 to 4 ft.                         | 55.00   | 2 to 3 ft.                       | 50.00   | 18 to 24 ins.                       | 35.00   | 18 to 24 ins.                                          | 22.00   |
| <b>ALMOND, White-flowering</b>     |         | <b>EUONYMUS europaeus</b>        |         | 2 to 3 ft.                          | 40.00   | 2 to 3 ft.                                             | 30.00   |
| 2 to 3 ft.                         | 45.00   | 12 to 18 ins.                    | 28.00   | 3 to 4 ft.                          | 55.00   | 3 to 4 ft.                                             | 35.00   |
| <b>BARBERRY, thunbergii</b>        |         | 18 to 24 ins.                    | 40.00   | <b>LILAC, Common white</b>          |         | 4 to 5 ft.                                             | 45.00   |
| 12 to 15 ins.                      | 16.00   | <b>EUONYMUS yedoensis</b>        |         | 12 to 18 ins.                       | 30.00   | <b>SYMPHORICARPOS albus</b>                            |         |
| 15 to 18 ins.                      | 20.00   | 18 to 24 ins.                    | 40.00   | 18 to 24 ins.                       | 35.00   | 12 to 18 ins.                                          | 14.00   |
| <b>BARBERRY,</b>                   |         | 2 to 3 ft.                       | 45.00   | 2 to 3 ft.                          | 45.00   | 18 to 24 ins.                                          | 20.00   |
| Truehedge Columnberry              |         | <b>FORSYTHIA fortunei</b>        |         | 3 to 4 ft.                          | 60.00   | 2 to 3 ft.                                             | 25.00   |
| 18 to 24 ins.                      | 34.00   | 2 to 3 ft.                       | 45.00   | <b>LILAC, Chinese rothomagensis</b> |         | <b>SYMPHORICARPOS chenaultii</b>                       |         |
| 2 to 2½ ft.                        | 42.00   | 3 to 4 ft.                       | 55.00   | 12 to 18 ins.                       | 27.00   | 18 to 24 ins.                                          | 22.00   |
| <b>BUCKTHORN,</b>                  |         | <b>FORSYTHIA intermedia</b>      |         | 18 to 24 ins.                       | 35.00   | 2 to 3 ft.                                             | 28.00   |
| Rhamnus cathartica                 |         | 2 to 3 ft.                       | 45.00   | 2 to 3 ft.                          | 45.00   | 3 to 3½ ft.                                            | 35.00   |
| 18 to 24 ins.                      | 17.00   | 3 to 4 ft.                       | 55.00   | 3 to 4 ft.                          | 55.00   | <b>SYMPHORICARPOS vulgaris</b>                         |         |
| 2 to 3 ft.                         | 27.00   | <b>FORSYTHIA</b>                 |         | <b>LILAC Dr. Bretschneider</b>      |         | 12 to 18 ins.                                          | 14.00   |
| 3 to 4 ft.                         | 40.00   | intermedia spectabilis           |         | 2 to 3 ft.                          | 45.00   | 18 to 24 ins.                                          | 20.00   |
| <b>BUCKTHORN,</b>                  |         | 2 to 3 ft.                       | 45.00   | 3 to 4 ft.                          | 55.00   | 2 to 3 ft.                                             | 25.00   |
| Rhamnus davurica                   |         | 3 to 4 ft.                       | 55.00   | <b>LILAC, Rubra de Marley</b>       |         | <b>VIBURNUM dentatum</b>                               |         |
| 18 to 24 ins.                      | 22.00   | 4 to 5 ft.                       | 70.00   | 18 to 24 ins.                       | 32.00   | 2 to 3 ft.                                             | 45.00   |
| 2 to 3 ft.                         | 30.00   | <b>FORSYTHIA Spring Glory</b>    |         | 2 to 3 ft.                          | 40.00   | 3 to 4 ft.                                             | 60.00   |
| 3 to 4 ft.                         | 45.00   | 2 to 3 ft.                       | 50.00   | 3 to 4 ft.                          | 50.00   | <b>VIBURNUM molle</b>                                  |         |
| <b>BUDDLEIA (Butterfly Bush)</b>   |         | 4 to 5 ft.                       | 75.00   | <b>PHILADELPHUS coronarius</b>      |         | 2 to 3 ft.                                             | 45.00   |
| Charming Ile de France             |         | <b>HAMAMELIS virginiana</b>      |         | 18 to 24 ins.                       | 32.00   | 3 to 4 ft.                                             | 60.00   |
| Dubonnet Orchid Beauty             |         | 12 to 18 ins.                    | 30.00   | <b>PHILADELPHUS virginialis</b>     |         | <b>VIBURNUM opulus</b>                                 |         |
| Medium No. 1                       | 24.00   | 18 to 24 ins.                    | 50.00   | 12 to 18 ins.                       | 25.00   | 12 to 18 ins.                                          | 30.00   |
| <b>BUDDLEIA (Butterfly Bush)</b>   |         | 2 to 3 ft.                       | 45.00   | 18 to 24 ins.                       | 35.00   | 18 to 24 ins.                                          | 40.00   |
| Burgundy                           |         | <b>HONEYSUCKLE,</b>              |         | 2 to 3 ft.                          | 45.00   | 2 to 3 ft.                                             | 50.00   |
| Empire Blue (Patent No. 557)       |         | Lonicera bella albida            |         | 3 to 4 ft.                          | 55.00   | <b>PHYSOCARPUS opulifolius</b>                         |         |
| Pink Dawn                          |         | 18 to 24 ins.                    | 35.00   | 2 to 3 ft.                          | 45.00   | 2 to 3 ft.                                             | 45.00   |
| Royal Red (Patent No. 556)         |         | 2 to 3 ft.                       | 45.00   | 3 to 4 ft.                          | 55.00   | 3 to 4 ft.                                             | 65.00   |
| White Bouquet (Patent No. 536)     |         | 3 to 4 ft.                       | 55.00   | <b>PHYSOCARPUS</b>                  |         | <b>HEDGING</b>                                         |         |
| No. 1, dormant plants, field-grown | 35.00   | <b>HONEYSUCKLE,</b>              |         | (Goldleaf Ninebark)                 |         | <b>BARBERRY, thunbergii</b>                            |         |
| <b>CHIONANTHUS, virginicus</b>     |         | Lonicera bella rosea             |         | 12 to 18 ins.                       | 28.00   | 18 to 24 ins., 2-year seedlings, branched              | \$12.00 |
| 9 to 12 ins.                       | 30.00   | 18 to 24 ins.                    | 35.00   | 18 to 24 ins.                       | 35.00   | 2 to 3 ft., 2-year seedlings, branched                 | 16.00   |
| 18 to 24 ins.                      | 70.00   | 2 to 3 ft.                       | 45.00   | 2 to 3 ft.                          | 45.00   | 12 to 15 inches, transplanted, 2-year, branched, bushy | 16.00   |
| <b>CORNUS alba sibirica</b>        |         | 3 to 4 ft.                       | 55.00   | 3 to 4 ft.                          | 55.00   | <b>BUCKTHORN, cathartica</b>                           |         |
| (Dogwood)                          |         | <b>HONEYSUCKLE, Cardinal,</b>    |         | <b>PRIVET, Regel</b>                |         | 12 to 18 ins.                                          | 4.00    |
| 2 to 3 ft.                         | 45.00   | grandiflora rosea, Pink          |         | 12 to 18 ins.                       | 24.00   | 18 to 24 ins.                                          | 5.00    |
| 3 to 4 ft.                         | 55.00   | Tatarian, Red Tatarian.          |         | 18 to 24 ins.                       | 35.00   | 2 to 3 ft.                                             | 6.00    |
| 4 to 5 ft.                         | 70.00   | 12 to 18 ins.                    | 25.00   | <b>ROSE ACACIA,</b>                 |         | 3 to 4 ft.                                             | 8.00    |
| <b>CORNUS stolonifera</b>          |         | 18 to 24 ins.                    | 30.00   | Robinia hispida                     |         | <b>BUCKTHORN, davurica</b>                             |         |
| 18 to 24 ins.                      | 35.00   | 2 to 3 ft.                       | 40.00   | 18 to 24 ins.                       | 40.00   | 18 to 24 ins.                                          | 5.00    |
| <b>COTONEASTER acutifolia</b>      |         | 3 to 4 ft.                       | 50.00   | <b>SALIX purpurea</b>               |         | 2 to 3 ft.                                             | 6.00    |
| 18 to 24 ins.                      | 30.00   | <b>HONEYSUCKLE,</b>              |         | 9 to 12 ins.                        | 15.00   | 3 to 4 ft.                                             | 8.00    |
| 2 to 3 ft.                         | 45.00   | Lonicera virginialis alba        |         | 12 to 15 ins.                       | 16.00   | <b>BUCKTHORN, davurica</b>                             |         |
| 3 to 4 ft.                         | 55.00   | 18 to 24 ins.                    | 28.00   | 15 to 18 ins.                       | 20.00   | 18 to 24 ins.                                          | 5.00    |
| <b>CYDONIA japonica</b>            |         | 2 to 3 ft.                       | 35.00   | 18 to 24 ins.                       | 25.00   | 2 to 3 ft.                                             | 6.00    |
| 12 to 18 ins.                      | 22.00   | <b>HONEYSUCKLE,</b>              |         | <b>SPIRAEA arguta</b>               |         | 3 to 4 ft.                                             | 8.00    |
| 18 to 24 ins.                      | 30.00   | Lonicera tatarica sabali         |         | 18 to 24 ins.                       | 40.00   | <b>CARAGANA arborescens</b>                            |         |
| 2 to 3 ft.                         | 40.00   | 18 to 24 ins.                    | 35.00   | 2 to 3 ft.                          | 45.00   | 12 to 18 ins.                                          | 3.00    |
| 3 to 4 ft.                         | 50.00   | 2 to 3 ft.                       | 45.00   | 3 to 4 ft.                          | 60.00   | 18 to 24 ins.                                          | 4.00    |
| <b>DEUTZIA lemoinei</b>            |         | <b>HYDRANGEA A. G. and P. G.</b> |         | <b>SPIRAEA billiardi</b>            |         | 2 to 3 ft.                                             | 5.50    |
| 18 to 24 ins.                      | 45.00   | 12 to 18 ins.                    | 28.00   | 12 to 18 ins.                       | 22.00   | 3 to 4 ft.                                             | 7.50    |
| 2 to 2½ ft.                        | 50.00   | 18 to 24 ins.                    | 35.00   | 18 to 24 ins.                       | 27.00   | <b>COTONEASTER acutifolia</b>                          |         |
| <b>DEUTZIA Pride of Rochester</b>  |         | 2 to 3 ft.                       | 45.00   | 2 to 3 ft.                          | 35.00   | 9 to 12 ins.                                           | 7.50    |
| 18 to 24 ins.                      | 35.00   | <b>LILAC, French Hybrids</b>     |         | 3 to 4 ft.                          | 45.00   | 12 to 18 ins.                                          | 11.00   |
| 2 to 3 ft.                         | 45.00   | 2 to 3 ft.                       | 80.00   | <b>SPIRAEA thunbergii</b>           |         | <b>RUSSIAN Olive</b>                                   |         |
| 3 to 4 ft.                         | 55.00   | Alphonse Lavallee                |         | 12 to 18 ins.                       | 28.00   | 6 to 12 ins.                                           | 2.00    |
| <b>DEUTZIA scabra plena</b>        |         | Charles X                        |         | 18 to 24 ins.                       | 35.00   | 12 to 18 ins.                                          | 3.00    |
| 12 to 18 ins.                      | 28.00   | Gloire de Moulins                |         | 2 to 3 ft.                          | 40.00   | 18 to 24 ins.                                          | 4.50    |
| 18 to 24 ins.                      | 35.00   | Hugo Koster                      |         | 3 to 4 ft.                          | 50.00   | 2 to 3 ft.                                             | 6.50    |
| 2 to 3 ft.                         | 45.00   | Jacques Callot                   |         | <b>SPIRAEA thunbergii</b>           |         |                                                        |         |
| 3 to 4 ft.                         | 60.00   | Mirabeau                         |         | 12 to 18 ins.                       | 28.00   |                                                        |         |
|                                    |         | President Grevy                  |         | 18 to 24 ins.                       | 35.00   |                                                        |         |
|                                    |         |                                  |         | 2 to 2½ ft.                         | 40.00   |                                                        |         |
|                                    |         |                                  |         | 2½ to 3 ft.                         | 50.00   |                                                        |         |



ESTABLISHED 1875

One of America's Foremost Nurseries

## Mount Arbor Nurseries

• SHENANDOAH IOWA •



# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. XCVII No. 3

FEBRUARY 1, 1953

## CONTENTS

Founded 1904  
With which was merged 1939  
THE NATIONAL NURSERYMAN  
Established 1893

\* \* \* \* \*

Published on the  
first and fifteenth  
of each month by the  
AMERICAN NURSERYMAN  
PUBLISHING COMPANY  
343 South Dearborn Street,  
Chicago 4, Illinois.  
Telephone: WAbash 2-9011

\* \* \* \* \*

Subscription Price:  
\$4.00 per year; outside  
United States, \$5.00;  
Single Copies, 20c.

\* \* \* \* \*

Advertising Rates  
on application.  
Forms close fifteen days  
before date of issue.

\* \* \* \* \*

Entered as second-class matter  
December 14, 1933, at Chicago,  
Ill., under act of March 3, 1879.

|                                                          |    |
|----------------------------------------------------------|----|
| Leesley Heads Illinois Association.....                  | 7  |
| N. L. N. A. Meeting Features Slides.....                 | 8  |
| North Carolina Short Course.....                         | 8  |
| By Eelco Tinga                                           |    |
| Eastern Convention Draws Record Attendance.....          | 9  |
| By Marie M. Enberg                                       |    |
| Optimism Prevails at Oklahoma Meeting.....               | 10 |
| By Betty H. Prim                                         |    |
| Salesmanship Occupies Attention of Westerners.....       | 11 |
| By John J. Pinney                                        |    |
| Maryland Honors Hofmann.....                             | 12 |
| By E. Sam Hemming                                        |    |
| Iowa Membership at New High.....                         | 12 |
| By Clyde H. Heard                                        |    |
| Variations in Propagation Procedure.....                 | 13 |
| By James S. Wells                                        |    |
| Plant Notes Here and There.....                          | 14 |
| By C. W. Wood                                            |    |
| Editorial.....                                           | 6  |
| —Trade Promotion.....                                    | 6  |
| —Advertising Standards.....                              | 6  |
| —Plant Names.....                                        | 6  |
| Cover Illustration.....                                  | 21 |
| —Hypericum Dawsonianum.....                              | 21 |
| This Business of Ours.....                               | 22 |
| —Family Classification.....                              | 22 |
| Mail-order Meeting.....                                  | 23 |
| Connecticut Meets.....                                   | 24 |
| Compare Freight Rate.....                                | 24 |
| Obituary.....                                            | 25 |
| —Henry Matheson Eddie.....                               | 25 |
| —Charles Edward Ernest.....                              | 25 |
| —Jake Fife.....                                          | 25 |
| Idaho Holds Largest Meeting.....                         | 26 |
| Post Office Raises Rates,<br>Sets Packing Standards..... | 28 |
| Lorain County Meeting.....                               | 29 |
| Christmas Tree Growers Meet.....                         | 30 |
| A. A. N. Insurance Plan<br>Begins Operation.....         | 32 |
| Coming Events.....                                       | 34 |
| —Meeting Calendar.....                                   | 34 |
| —Virginia Meeting Plans.....                             | 34 |
| —Georgia Program.....                                    | 35 |
| New Lily Awards.....                                     | 50 |
| Catalog in Newspaper.....                                | 50 |
| Country Life Program.....                                | 53 |
| California Association of<br>Nurserymen.....             | 54 |
| —Peninsula Meeting.....                                  | 54 |
| —Los Angeles Chapter.....                                | 55 |
| San Joaquin Party.....                                   | 55 |

# INDEX TO ADVERTISERS

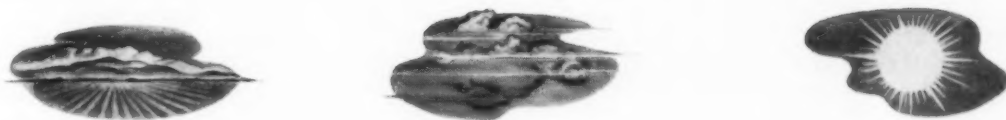
|                                  |                         |                                     |       |                                  |             |
|----------------------------------|-------------------------|-------------------------------------|-------|----------------------------------|-------------|
| Acme Burlap Bag Co.              | 88                      | Geiger Co., E. C.                   | 88    | New Yorker Bag & Burlap Co.      | 82          |
| Alanwood Nursery                 | 20                      | General Package Corp.               | 71    | Newport Nursery Co.              | 40          |
| ALFCO Liquid Fertilizer Co.      | 70                      | George & Son, James I.              | 20    |                                  |             |
| Allen Co.                        | 72                      | Gill Mfg. Co.                       | 81    | Oak Park Nurseries               | 85          |
| Allis-Chalmers Mfg. Co.          | 91                      | Glendale Rose Garden                | 82    | Ohio Nursery Label Co.           | 70          |
| American Bulb Co.                | 52                      | Glen Saint Mary Nurseries Co.       | 52    | Onarga Nursery Co.               | 39          |
| American-Dutch Burlap Co.        | 90                      | Globe Nurseries                     | 48    | Ort Co., Inc., J. A.             | 69          |
| American Florist Supply Co.      | 86                      | Goodrich Chemical Co., B. F.        | 77    | Owen & Son, T. G.                | 48          |
| American Landscape School        | 90                      | Gorton Mfg. Co.                     | 82    |                                  |             |
| Ammon, A. G.                     | 50                      | Grootendorst & Sons, F. J.          | 53    | Pacific Coast Nursery            | 60          |
| Amplon Corp.                     | 82                      | Gro-Quick Sales                     | 86    | Pacific Northwest Rose Nursery   | 55          |
| Andrews Nursery Co.              | 40                      | Growers Exchange, Inc.              | 41    | Pacific Western Engineering Co.  | 56          |
| Anthony & Co.                    | 73                      | Growers' Sign Service               | 76    | Pallack Bros. Nurseries, Inc.    | 21          |
| Arjens Co.                       | 83                      |                                     |       | Peekskill Nursery                | 26          |
| Arp Nursery Co.                  | 45                      | Half Moon Mfg. & Trading Co.        | 88    | Perry Nursery Co., O. H.         | 48          |
| Atkin's Sons, L.                 | 76                      | Halpern Bros.                       | 73    | Peterson & Dering                | 56          |
| Auto Specialties Mfg. Co.        | 89                      | Heasley's Nurseries                 | 27    | Plant Marvel Laboratories        | 89          |
|                                  |                         | Heemskerk & Co.                     | 53    | Portland Whlase, Nursery Co.     | 59          |
| Bagatelle Nursery                | 22                      | Henry Nurseries                     | 36    | Powell Valley Nursery            | 58          |
| Bailey Nurseries, J. V.          | 40                      | Herbst Bros.                        | 1     | Premier Peat Moss Corp.          | 71          |
| Balcon Nursery                   | 34-38                   | Hess Nurseries                      | 35    | Premier Southern Ticket          | 78          |
| Bartlett Mfg. Co.                | 76                      | Hill Nursery Co., D.                | 32    | Princeton Nurseries              | 28          |
| Beardslee Nursery                | 32-36                   | Hobbs & Sons, Inc., C. M.           | 39    |                                  |             |
| Berryhill Nursery Co.            | 34-84-86                | Hoffco, Inc.                        | 70    | Rainbow Trading Co., Inc.        | 84          |
| Bird & Son, Inc.                 | 19                      | Homestead Nurseries                 | 53    | Rambo's Whlase, Nurseries, L.    | 50          |
| Blackwell Nurseries              | 44                      | Hood & Co., Inc., W. T.             | 49    | Ra-Pid-Gro Corp.                 | 15          |
| Bobbink & Atkins                 | 20                      | Hoogendoorn, C.                     | 18-28 | Ravensberg, Maurice C.           | 53          |
| Boulevard Nurseries              | 87                      | Horsford, William Crosby            | 32    | Reliance Fertilizer Co.          | 74          |
| Boxwood Gardens                  | 48                      | Howard Rose Co.                     | 5     | Rich & Sons Nursery              | 57          |
| Boyd Nursery Co., Inc.           | 42                      | Humphreys Landscape Service         | 40    | Robinson Sales Agency, E. D.     | 14          |
| Braden, K. J.                    | 51                      | Hydroponic Chemical Co.             | 84    | Rootsprod                        | 81          |
| Brentwood Berry Gardens          | 55                      |                                     |       | Rose Hill Farm                   | 49          |
| Brimfield Gardens Nursery        | 32                      | Ilgensfrit Nurseries, Inc.          | 50    | Roseway Nurseries                | 54          |
| Broadway Machine & Mfg. Co.      | 90                      | Imperial Tag & Printing Co.         | 80    | Roto-Hoe & Sprayer Co.           | 85          |
| Brookdale-Kingsway Nurseries     | 55                      | Indiana Hickory Furniture Co., Inc. | 84    | Rough Bros.                      | 76          |
| Brookfield Gardens               | 14                      |                                     |       | Royer Foundry & Machine Co.      | 73          |
| Brookville Nurseries             | 22                      | Jackson & Perkins Co.               | 30    |                                  |             |
| Brouwer's Nurseries              | 33                      | Jewell Nurseries                    | 29-40 | Salem Tool Co.                   | 85          |
| Brown Bros. Co.                  | 24                      | Jifty Balling Co.                   | 88    | Scarff's Sons, W. N.             | 37          |
| Brown Deer Nurseries             | 38                      | Johnston, Wm. A.                    | 54    | Schroth's Nursery                | 25          |
| Brucio Peat Moss Corp.           | 80                      | Jolliffe Nursery                    | 39    | Schwabacher-Frey Co.             | 54          |
| Bryant's Nurseries               | 32                      |                                     |       | Semmes Nursery                   | 48          |
| Bulk's Nurseries                 | 30                      | Kalamazoo Paraffine Co.             | 73    | Shepard Nurseries                | 28          |
| Buntings Nurseries               | 14                      | Kallay Bros. Co.                    | 35    | Sherman Nursery Co.              | 37          |
| Burr & Co., Inc., C. R.          | 38                      | Keeler's Gardens                    | 41    | Sherwood Nursery Co.             | 17          |
| Burton's Hilltop Nurseries       | 38                      | Kelly Agricultural Products Co.     | 78    | Shore & Co., J.                  | 79          |
|                                  |                         | Klehm & Son, Charles                | 37    | Sizemore, Charles                | 79          |
| Canale's Forest Nursery          | 33                      | Koster Nursery                      | 28    | Skinner Irrigation Co.           | 86          |
| Carolina Floral Nursery          | 44                      | Krieger's Wholesale Nursery         | 36-51 | Slatton Nursery Co.              | 41-45       |
| Carpenter & Co., George B.       | 71                      | Kuemmerling, Inc., Karl             | 72    | Smith Corp., W.-T.               | 32          |
| Cartwright Nurseries             | 42                      |                                     |       | Sneed Nursery Co.                | 40          |
| Champion Sprayer Co.             | 78                      | LaBars' Rhododendron Nursery        | 24    | Snow-Field Tree Roses            | 57          |
| Chase Co., Benjamin              | 90                      | Laird's Nurseries                   | 44    | Springbrook Gardens              | 36          |
| Classified Ads                   | 62-63-64-65-66-67-68-69 | Lake's Shenandoah Nurseries         | 36    | Standard Oil Co. (Indiana)       | 83          |
| Clarke Nursery, W. B.            | 57                      | Lancaster Journal                   | 78    | Stassen Floral Gardens           | 30          |
| Clearfield Bituminous Coal Corp. | 33                      | Lansing Specialties Mfg. Co.        | 88    | Stedman Nurseries                | 30          |
| Cloverset Flower Farm            | 46-47                   | Lawnmaker Co.                       | 86    | Stribling's Nurseries            | 55          |
| Cole Nursery Co.                 | 41                      | Lesland Farms                       | 46    | Strick & Allyn Co.               | 24          |
| Columbia & Okanogan Nursery Co.  | 56                      | Leghorn's Evergreen Nurseries       | 26    | Sudbury Laboratory               | 86          |
| Commercial Nursery Co.           | 45                      | Lehigh Valley Nurseries, Inc.       | 24    | Summit Nurseries                 | 40          |
| Conigisky, B. F.                 | 89                      | Leonard & Son, A. M.                | 71    | Suncrest Evergreen Nurseries     | 24          |
| Co-operative Rose Growers        | 48                      | Lindig Mfg. Co.                     | 75    |                                  |             |
| Coopers Creek Chemical Co.       | 84                      | Lindley Nurseries                   | 50    | Tankard Nurseries                | 44          |
| Corliss Bros. Inc.               | 18                      | Littleford Nursery                  | 37    | Tingle Printing Co.              | 71          |
| Cottage Gardens                  | 39                      | Lovett's Nursery, Inc.              | 32    |                                  |             |
| Crystal Soap & Chemical Co.      | 70-88                   |                                     |       | Vanderbrook Nurseries            | 20          |
| Cumberland Plateau Nursery       | 44                      | Maloney Bros. Nursery Co.           | 51    | Van der Vliet & Co.              | 53          |
| Curtis Nurseries                 | 35                      | Matthews Nursery                    | 38    | Van Dine Nursery                 | 20          |
|                                  |                         | Maxwell, Rice & Bowden, Inc.        | 59    | Van Nes Nurseries, Vuyk          | 53          |
| Darling Co., J. L.               | 55                      | McGill & Son, A.                    | 59    | Van Veen Nursery                 | 54          |
| Dayton Fruit Tree Label Co.      | 79                      | McIninch Greenhouses                | 44    | Verhalen Nursery Co.             | 22-37-48-59 |
| Deerfield Nurseries              | 20                      | Meehan Co., Thomas B.               | 35-78 | Verkade's Nurseries              | 26          |
| Del-Mar-Va Nurseries             | 35                      | Mennes Nurseries, Menno S.          | 76    |                                  |             |
| Desmond & Yarwood, Inc.          | 56                      | Michigan Peat, Inc.                 | 74    | W-W Grinder Corp.                | 84          |
| De Vroomen, Jac. Th.             | 53                      | Milton Nursery Co.                  | 59    | Wade & Gatton Nurseries          | 34          |
| Doerfler & Sons, F. A.           | 59                      | Mitsch Nursery                      | 60    | Want Ads                         | 60-61       |
| Doornbosch Bros., Inc.           | 52                      | Manrovia Nursery Co.                | 31    | Waynesboro Nurseries             | 52          |
| Doty & Doerner, Inc.             | 59                      | Moran, E. C.                        | 51    | Wayside Gardens                  | 34          |
|                                  |                         | Morning Star Nursery                | 48    | Weeks Whlase, Rose Grower        | 58          |
| Eastern Shore Nurseries, Inc.    | 50                      | Morris Nursery, Ltd., C. D.         | 51    | Weller Nurseries Co., Inc.       | 37          |
| Edwards Laboratory               | 80                      | Morse Co., A. B.                    | 90    | Western Maine Forest Nursery Co. | 33          |
| Elmer Roses                      | 26                      | Mount Arbor Nurseries               | 2     | Westminster Nurseries            | 20          |
| Esham's Nurseries                | 20                      | Mount Hood Nursery                  | 54    | White Elm Nursery Co.            | 34          |
| Evergreen Nursery Co.            | 36                      | Mount Vernon Nursery                | 58    | Wight Nursery                    | 44          |
|                                  |                         | Multiplex Display Fixture Co.       | 75    | Williams & Harvey Nurseries      | 87          |
| Fafard, Inc., Conrad             | 77                      | Musser Forests, Inc.                | 23    | Williams, Isaac Langley          | 30          |
| Fairview Evergreen Nursery       | 24                      |                                     |       | Willis Nursery Co.               | 16          |
| Ferro Corp.                      | 24                      | National Bundle Tyeer Co.           | 72    | Willowbend Nursery               | 32          |
| Floral Gardens                   | 32                      | Natorp Co., W. A.                   | 38    | Wire Basket Co.                  | 57          |
| Forest Nursery Co.               | 43                      | Neal Bulb Co.                       | 52    | Wirth, Hermann A.                | 80          |
| Foster Nursery Co.               | 43                      | Nekoosa-Edwards Paper Co.           | 39    | Wittek Products Co.              | 89          |
| Fraser Nurseries, Inc.           | 32                      | Nepco Lake Nursery                  | 39    | Wolcott & Son, John S.           | 80          |
| Fraser Nursery, Samuel           | 82                      | New Amsterdam Import Co.            | 82    |                                  |             |
| Fricke Co., J. E.                | 36                      | New Jersey Farm Supply              |       | York Modern Corp.                | 79          |
| Garden Shop, Inc.                | 72                      | Cooperative Association             | 78    |                                  |             |
| Gardner's Nurseries              | 28                      |                                     |       |                                  |             |

Forms for the February 15 issue will close Monday, February 2.

Forms for the March 1 issue will close Monday, February 16.

Mail copy to arrive at Chicago by these dates—no later!

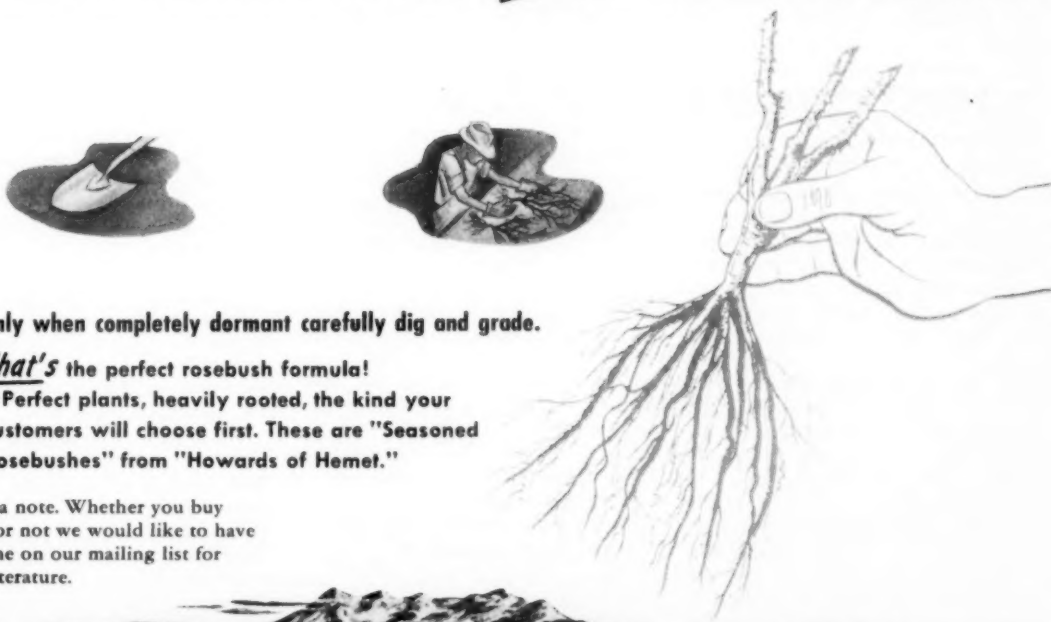
# The *Perfect* Rosebush Formula



Take a unique mountain valley with perfect soil add ideal rosebush climate . . . daily hot sun, cold nights



to season the plants against all climate extremes add regulated irrigation to provide guided growth



Then only when completely dormant carefully dig and grade.

*That's* the perfect rosebush formula!

—Perfect plants, heavily rooted, the kind your customers will choose first. These are "Seasoned Rosebushes" from "Howards of Hemet."

Drop us a note. Whether you buy from us or not we would like to have your name on our mailing list for special literature.



## HOWARDS *of* HEMET

*"Seasoned Rosebushes"*

Trade Mark

PATENTED AND NON-PATENTED ROSEBUSHES FOR THE WHOLESALE TRADE  
HOWARD ROSE COMPANY • BOX 1345 • HEMET • CALIFORNIA

# AMERICAN NURSERYMAN

F. R. KILNER  
*Editor and Publisher*

KENNETH A. BRENT  
*Managing Editor*

## Editorial

### TRADE PROMOTION

Several meritorious proposals for increased nursery industry promotion were voiced at the January meeting of the board of directors of the American Association of Nurserymen. The inhibiting factor in carrying out these proposals seemed to be the matter of securing the necessary funds. The securing of such funds is, of course, a matter involving the association and its membership. These comments discuss only the subject of promotion in general.

Advertising and sales promotions have long since come of age, and their place in the successful operation of industry is secure and established. Not only has it been shown that promotion builds sales, but it has also been demonstrated, through bitter experience, that the absence of an adequate promotion program will result in a serious reduction of sales.

Persons removed from day-by-day contact with the workings of the advertising profession often ask why such-and-such a company spends so much money on advertising when it is obvious that nearly everyone in the country is familiar with the company and its products. The Coca-Cola Co. is often cited as a case in point—it purchases preferred positions in full color in costly consumer magazines week after week and month after month. Why, these people ask, does the company spend so much; does not everyone know (and probably drink) Coca-Cola?

At first thought, the point would seem to be well-taken; so well-taken, in fact, that one leading advertiser, some years ago, decided that he had completely saturated his market with advertising, that everyone knew his product and that further paid promotion was unnecessary. What happened? The product, Babbitt's Cleanser, once found in nearly every kitchen, is now in oblivion. The product was as good as anything now being used for its purpose, but the promotion ceased and the public, notorious for its short memory, simply forgot it. Absence of promotion, in the face of competitive programs,

## The Mirror of the Trade

was the sole reason for its demise.

Promotion is a tremendously potent weapon. It is only through promotion that the television manufacturer can persuade the consuming public to purchase a new receiver every time the size of the screen is enlarged; it is only through promotion that the automobile industry can create dissatisfaction with its previous year's product and produce a desire for the purchase of the current model. Any device which can bring about such reactions as these is a force with which to be reckoned.

If such promotional efforts are standard practice with industries long established and favored (because of promotion!) in the public mind, how much more important must they be for industries seeking a comparable level of public acceptance. The nursery industry, worthy and wholesome as its products certainly are, is in the position of building itself in the public eye; of convincing the public of the value of its products, both aesthetically and monetarily. In the light of these facts, then, may the industry carefully consider every avenue of promotion open to it.

### ADVERTISING STANDARDS

The criteria for horticultural advertising copy submitted by two influential national nurserymen's associations to the principal organizations in the newspaper and periodical publishing fields, as published in the January 15 issue, furnish the minimum requirements to prevent misleading offers to the public. Any periodical or advertiser unwilling to meet these few basic standards in advertising nursery stock cannot be considered as holding the public's interest to be paramount.

The public will be sure to learn this soon, and the fallacious advantage sought by those who go their own way, for their own selfish interests, will disappear. Publications are quicker to understand this fact than are advertisers. In the long run, publishers are aware, bad advertising drives out good advertising, or at any rate keeps it away. Hence, fly-by-night special offers appear in certain periodicals, while others are known for the reputable character of their advertisers. Since the latter survive longest and thrive best, only shortsighted publishers overlook such things as standards. If they do

so in ignorance of horticultural terminology, the publication of the A. A. N. and N. M. O. N. A. criteria should set them straight.

### PLANT NAMES

Since the publication of the second edition of "Standardized Plant Names," a few years ago, the debates on plant nomenclature that marked nurserymen's conventions of earlier decades have become fewer. While that volume, despite the monumental amount of work involved in its production, did not solve all the problems to everyone's satisfaction and still is subject to the changes which botanists perform, it provided a ready book of reference for catalog compilers really concerned about identifying accurately the plants offered to the public.

Not all the catalog makers, however, care enough to check their plant names, when going to press, against anything but competitors' catalogs and their own previous editions. Such negligent nurserymen, or their employees, do themselves a disservice, for catalogs containing misspelled plant names or inaccurate or outmoded appellations lead possible customers to think the issuers may be careless, in other respects—usually an erroneous supposition. A disservice to the industry is involved, also, because the gardening public desires accurate information and loses some of its enthusiasm when it finds reason to doubt the data supplied by catalogs of commercial or professional firms, presumably a step ahead of the amateur, not behind him.

Aside from his customers' concern with them, the grower or dealer will find as much to interest him in plant names as in their growing characteristics, color of bloom or kind of fruit. In a book now unfortunately out of print, Dr. Liberty Hyde Bailey wrote 20 years ago: "The usual interest in plants is associated with stature, shape, texture, color, fragrance, season, habit, habitat, tractability to cultivation, and this is correct; if to this response is added something of the life history and also a sensitive knowledge of differences, one is led into the larger beauty."

In the less busy days of winter, the opportunity of learning more about the origin and history of plant names, their forms and meanings, the rules formulated regarding them and other phases of the subject should be attractive.





The 1953 official family of the Illinois State Nurserymen's Association. Left to right, John Tures, Des Plaines, vice-president; Roger S. Leesley, Libertyville, president; Victor E. de St. Aubin, Addison, retiring president and new treasurer; Miles W. Bryant, Princeton, secretary, and Elmer Spencer, Springfield, newly elected director for the term 1953-55. Mr. Leesley was also elected to the board of directors.

## Leesley Heads Illinois Association

The annual convention of the Illinois State Nurserymen's Association, long one of the major events of the nursery industry's trade association activities, was held at the Hotel La Salle, Chicago, January 13 to 15, with an attendance from every part of the state and featuring exhibits from firms representing the nursery industry and its many allied trades. In addition, because of the geographical location of the meeting, nurserymen from all over the country came to the meeting to discuss business and renew friendships with the members of the Illinois group. Meetings of two other nursery organizations, the National Landscape Nurserymen's Association and the National Mail Order Nurserymen's Association, were held at the same location during the early part of the week and helped make the Chicago trip a "must" for hundreds of active nurserymen.

Roger S. Leesley, Leesley Nurseries, Libertyville, was elected president of the association. Mr. Leesley, who moves up from vice-presidency, succeeds Victor E. de St. Aubin, Eugene A. de St. Aubin & Bro., Addison, in the president's chair. Other officers elected include vice-president, John Tures, Matt Tures

& Sons Nursery, Des Plaines; secretary, Miles W. Bryant, Bryant's Nurseries, Princeton, and treasurer, Mr. St. Aubin.

Directors elected for the term 1953-55 include Mr. Leesley, and Elmer Spencer, Springfield.

Holdover directors include Victor E. de St. Aubin; John Tures; David Hill, D. Hill Nursery Co., Dundee; Hans Rausch, Hinsdale Nurseries, Hinsdale, and Myron C. Smith, Maywood Nursery Co., Maywood.

### Opening Session

The exhibits were opened on Monday for early bird Illinois nurserymen and for persons attending the meetings of the other two nurserymen's groups. The meeting of the Illinois association was officially opened at 1:30 p. m. on Tuesday, January 13, by President St. Aubin. After the invocation, President St. Aubin presented the first address to the nurserymen, a report on the condition of the association at the end of his term of office. Membership has grown, he said, but next year's officers must carry on the drive to bring every Illinois nurseryman into the group, as the industry can only maintain its progress and position by united action.

He warned nurserymen to avoid overproduction of stock and to calculate the costs of production carefully so as to be sure to charge enough for their product. He reminded the group that there was much to be done in the education of the public and said that further efforts should be made to stimulate cooperative advertising of nursery products.

Following the president's address, John D. Siebenthaler, vice-president of the American Association of Nurserymen, spoke about the activities of the national association's board of directors.

Mr. Siebenthaler was especially proud of the growing membership of the A. A. N., telling the Illinois nurserymen that it had reached 1,473 by the time of the Illinois meeting. The board during the past year has reviewed the many problems arising in the national association: Misleading advertising, postal rate increases, quarantine problems, the provision of legal aid to nurserymen involved in alleged violations of zoning laws and the projects of the association's market development and publicity committee.

At the conclusion of Mr. Sieben-

[Continued on page 36]

## N.L.N.A. Meeting Features Slides

An unusual feature of the National Landscape Nurserymen's Association's midwinter conference, held on January 12 at the Hotel La Salle, Chicago, was the presentation of a group of color slides contributed by nine members of the association showing work they had done for their customers or interesting landscape materials in their areas.

Nurserymen taking part in this section of the program were Curtis E. Wagner, Akron, O.; Homer Dodge, the Landscape Service Co., Framingham, Mass.; W. T. Christianson, Christianson Landscape Service, Fargo, N. D.; C. M. Boardman, Farr Nursery Co., Womelsdorf, Pa.; Charles G. Armstrong, Capital Nursery Co., Sacramento, Calif.; William Coupanger, Elmore Nursery, Elmore, Minn.; Peter J. Cascio, the Peter Cascio Nursery, West Hartford, Conn.; Merten Natorp, the W. A. Natorp Co., Cincinnati, O., and Harold Hunziker, M. J. Hunziker & Sons, Niles, Mich.

The meeting opened with President Charles Armstrong presenting his greetings to the group and expressing his wish that it would prove to be an interesting and useful meeting.

The first speaker on the program was Elmer Spencer, Springfield, Ill., who told the group that "The Nicest People I Know Are My Customers." The nursery business has a natural advantage over many others, he said, because customers do not buy nursery stock out of necessity but because they want it. The homeowner enjoys using his grounds and enjoys making them beautiful; thus the relationship between him and the

nurseryman begins as a pleasant one. It is this personal contact, and not its financial rewards, that makes the nursery business a satisfying occupation, Mr. Spencer continued.

What can the nurseryman do to preserve this informal and mutually satisfying relationship? He must stimulate and maintain a feeling of trust between the two parties. Mr. Spencer said that he had found it a wise policy to guarantee all of the materials he sells; his replacement over a year's time does not amount to his telephone bill. He also omits the use of signed contracts, preferring to have a personal agreement with the customer. This policy has given him no difficulty over the 25 years he has been in business, Mr. Spencer said.

A trend that he thought was harmful to the industry is the abandonment by many nurserymen of some of the services that are essential to



Elmer Spencer

the successful growth of the stock they sell in order to handle the increased demand for nursery accessories. It is perfectly all right, he said, for the nurseryman to sell porch swings, pruning equipment and other

[Continued on page 75]

## North Carolina Short Course

By Eelco Tinga

Kilgore Hall, the new million-dollar horticulture building of North Carolina State College, Raleigh, N. C., was, on January 12 to 14, the scene of the 16th annual nurserymen's short course, which is co-sponsored by the department of horticulture and the North Carolina Association of Nurserymen.

New association officers elected for 1953 were president, Howell Stroup, Cherryville Nursery, Cherryville, and vice-president, Glenn Gilmore, Jr., North State Nursery, Julian. Eelco Tinga, Tinga Nursery, Castle Hayne, was re-elected secretary-treasurer.

Prof. M. E. Gardner, head of the department of horticulture, opened the course Monday afternoon by introducing D. S. Weaver, director of the agriculture extension service. Dr. Weaver reviewed some of the contributions of the college toward improving farm production methods, which includes the provision of extension men for the nursery industry. Also in his welcoming address, Dr. Weaver described the four new buildings on the campus which are just being completed at the cost of about \$4,500,000. One of these is the modern horticulture building.

Dan Reynolds, president of the North Carolina Association of Nurserymen, in response to Dr. Weaver,

urged the members to take advantage of the extension service and to feel free to ask for information whenever it is needed.

The first speaker of the meeting, Dr. Clyde F. Smith, head of the entomology department, discussed new insecticides and their uses. Dr. Smith told of results from tests using insecticides that are derived from phosphates, such as Systox and Parathion. Systox can be absorbed by a plant through the roots or the leaves. Using this poison as a spray is thought to be too hazardous to the user, for one cannot always keep out of the drift of spray; thus the suggested method for application is to pour one part 25 per cent Systox to 800 parts water around the plant. Systox is effective against sucking and rasping insects such as mealy bugs, aphids, red spiders and Mexican bean beetles, but is not effective against chewing insects. Systox will also cut down virus diseases caused by insects. Dr. Smith recommended Systox for mealy bugs on African violets, for white flies on gardenias, red spiders on azaleas, mites on roses and mums and for fairly satisfactory results against nematodes. The experiments have proved, however, that Systox is not effective against thrips,

[Continued on page 80]



Allan Dalsimer

# Eastern Convention Draws Record Attendance

By Marie M. Enberg

The convention of eastern nurserymen, held January 7 to 9, 1953, in the Hotel New Yorker, New York city, drew the largest registration yet recorded at this popular midwinter gathering.

The meetings opened with a welcoming address by Richard M. Wyman, Jr., chairman of region 1 of the American Association of Nurserymen, at 1:30 on Wednesday. Mr. Wyman was re-elected chairman of the regional group and Eugene Muller re-elected vice-chairman when the elections were held later in the meeting. Also re-elected in the region 1 group were Marie M. Enberg, secretary-treasurer, and Richard L. Holmes, member of the board of directors of the A. A. N.

As the first speaker on the program, Howard P. Quadland, director of information for the A. A. N., reported briefly on the promotional work of the national association:

"In the A. A. N. market development program, we have tried to help you help yourself, in addition to the nation-wide publicity which continuously educates millions of people to want your products more than they want the money they cost.

"Our success in stimulating demand is reflected in the constantly increasing sales volume of the nursery industry. More people are more interested in plants and planting than ever before in the 77-year history of the nursery industry. For in-

stance, at the Long Island nurserymen's show last spring approximately 10,000 people crowded into the nursery on which it was held. The public still has a long way to go to be fully educated to the point where they will spend adequately on planting and beautifying, but the more they are bombarded with A. A. N. information, the closer you will come to this goal and the more sales you will make. The urge to plant is being encouraged on a nationwide scale."

## A. A. N. News Clip Sheet

Mr. Quadland told the nurserymen about one of the association's most ambitious promotion schemes:

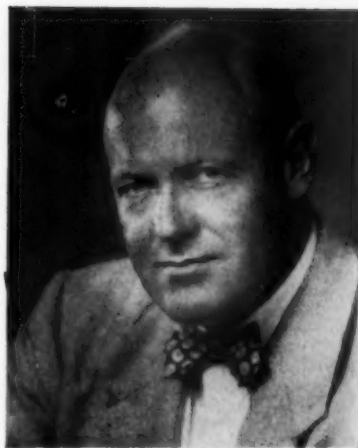
"The A. A. N.'s 'Planting News' goes to approximately 2,000 newspaper, radio and television outlets, serving readers and listeners with many stories promoting the industry. Dream yards, climate control material, rose stories, vitamin stories from home fruits, FHA material on loans for landscaping, and many other subjects are presented in this news sheet. These stories are heavily reprinted by newspapers in every part of the country.

"In an experiment this past month we tried sending a regional 'Planting News' to one area, testing it with editors and nurserymen alike. Whether we adopt it or not depends on an increase in the budget for 1954. But if it should be adopted it will have been pre-tested, and it will bring solid returns for a comparatively small amount of promotional funds.

"The total volume of nursery industry sales is high and will go still higher. The market development committee has tried its best to do everything it can to accomplish this within the limitations of the budget."

## Insect and Disease Control Machine

The special guest speaker of the afternoon was R. N. Benjamin, executive secretary of the Pennsylvania Farm Bureau Cooperative Association, Harrisburg, who spoke about "The Ukaco Method of Controlling Plant Diseases and Insects." This proved to be such a fascinating presentation that discussion went on for some time. As Mr. Benjamin said at the outset of his talk, "I know that you are going to have your



Richard M. Wyman, Jr.

fingers crossed; I want you to know that I do not blame you a bit and I am going to give you lots of time to ask questions. I am not representing the Pennsylvania Farm Bureau Cooperative Association—I am here as an individual. I am just going to tell you a story of things that I, the layman—not a scientist—have seen."

He went on to relate that back in the summer of 1947 the manager of one of the association's local cooperatives came to him with a story that was fantastic, saying that there was a man in his county who had a machine that did peculiar things. He took the instrument, and when he saw a tree or plant with Japanese beetles he did something and after that the bush or tree never again had Japanese beetles. Mr. Benjamin sent the group's research man out to see this and he came back and told him he could not believe what he had seen and heard. The instrument was a small box about the size of a radio. The man wanted to hold a demonstration, so Mr. Benjamin took him down to some corn fields which were heavily infested with Japanese beetles. It was unbelievable, but after treatment there were no more Japanese beetles. Mr. Benjamin says that they then treated soy bean fields with the same results. He talked to a physicist and he said it could not be done. Nobody believed it, but it had happened.

Mr. Benjamin and a group of conservative gentlemen have taken over this machine to work with it and perfect it. They make no claims that the machine is infallible. Mr. Benjamin cited situation after situation where it proved effective—treating Dutch elm disease; eliminating brown rot from cherries; eliminating apple scab, etc.

The question and answer period  
[Continued on page 42]



Eugene Muller



# Optimism Prevails at Oklahoma Meeting

By Betty H. Prim

From the time Ted Tetirick, president of the Oklahoma State Nurserymen's Association, opened the first session of the winter convention, Tuesday, January 6, at the Biltmore hotel, Oklahoma City, the program moved smoothly and briskly. President Tetirick kept talks, which included some on the problems and progress of the industry in Oklahoma, strictly on schedule, and interest in the expertly arranged program never lagged.

Bruce Rey, of Rey's Nursery, Oklahoma City, was elected president of the association for the coming year. Other officers elected included vice-president, Earl Nelson, Nelson's Nursery, Enid, and secretary-treasurer, Alvin Dickerson, Ozark Nursery Co., Talequah.

Mr. Tetirick thanked members for their assistance and cooperation during the past year and said he hoped the program would benefit both individuals and the industry, as well as providing fellowship during the convention. He called attention to the numerous bulletins available to state nurserymen from the Oklahoma Agriculture and Mechanical College, at Stillwater, and said arrangements had been made to have a complete file of these bulletins mailed to each paid-up member of the association.

He said he would like to hear some suggestions and discussion on the subject of fly-by-night tree pruners and said officials of the chamber of commerce in his city, Ponca City, had inquired why Oklahoma nurserymen did not find a way to stop these itinerant tree trimmers. Mr. Tetirick said he believed something should be done about the inadequate state laws so that the public and the good name of the nursery industry would be protected. Replying to the president's request, C. E. Garee, of the Noble Nursery, Noble, stated that



Bruce Rey, left, Rey's Nursery, Oklahoma City, new president of the Oklahoma State Nurserymen's Association, is congratulated upon his election by Ted Tetirick, Tetirick's Nursery, Ponca City, Okla., the retiring president.

a customer of his had brought some natural seed pods to his nursery and told him that an itinerant tree sprayer had told him that these were part of a bad fungus on a tree. Other similar practices were reported by other nurserymen, and considerable discussion followed.

Nurserymen were welcomed to the city by J. Frank Sneed, of Sneed Nursery Co. After calling attention to points of interest in and around the city he pointed out that Oklahoma City is geographically located on the dividing line between the north and south and east and west parts of the state and that climatic changes are swift. While the prolonged drought of last year slowed down work somewhat in this area, he said he was looking forward to a good season next spring.

## Spirit of Optimism

This idea of looking forward was carried along by each speaker. A spirit of optimism prevailed throughout the 2-day convention. One of the worst droughts ever recorded, burning winds and other weather hindrances were reported by nurserymen from this and nearby states, but despite these setbacks members always spoke optimistically and were looking forward enthusiastically toward the new year.

Two committees were appointed Tuesday morning: The nominating committee was composed of William Kenyon, Kenyon's Nursery, Oklahoma City; J. Frank Sneed, Sneed Nursery Co., Oklahoma City; Mario

Sanseverino, O. K. Gardens, Tulsa, and Warren Welch, Capitol Gardens, Oklahoma City. A committee was appointed by the president to select the bowl award winner. This presentation is made each year to the nurseryman having the most outstanding record in the industry. Serving on this were C. Y. Higdon, Higdon's Nursery, Oklahoma City; Mario Sanseverino; Ed Davis, Ozark Nursery Co., Talequah, and Blake Tetirick, Tetirick's Nursery, Ponca City.

After Secretary-treasurer Earl Nelson gave his report and it was accepted by the association, Dick Bloss, moderator for the panel discussion scheduled later in the day, asked members to have questions ready for this part of the program.

The subject of service policies was introduced by the president and discussed freely by members from the floor, bringing many pertinent ideas before the group along this line. The majority apparently believed that some form of stabilized service would be more satisfactory and would help in putting the nursery industry on a 12-month basis.

## Discuss "Curbstone Service"

Following this there was further discussion on tramp curbstone service, indicating that Oklahoma nurserymen are working on some plan for positive action against this grave problem. Among those taking part in this discussion was Earl Nichols, of Nichols Seed Co., Oklahoma City. Mr. Nichols suggested that it might be well for nurserymen to combat

[Continued on page 56]



# Salesmanship Occupies Attention of Westerners

By John J. Pinney



Newly elected officers of the Western Association of Nurserymen. Left to right, Ralph Skinner, vice-president; Catharina Asjes, secretary-treasurer, and Joe Houlihan, president.

The Western Association of Nurserymen, the oldest sectional nursery association in America, drawing its membership from 20 states, held its 63rd annual convention at the Hotel Muehlebach, Kansas City, Mo., January 8 and 9. With a registration exceeding 150, the attendance was the largest in recent years.

Officers elected for the ensuing year were president, Joe Houlihan, Houlihan Nursery Co., Creve Coeur, Mo.; vice-president, Ralph Skinner, J. H. Skinner & Co., Topeka, Kan.; secretary-treasurer, Catharina Asjes, Rosehill Gardens, Kansas City, Mo. Elected to serve on the executive committee for a period of three years were C. C. Smith, Sherman Nursery Co., Charles City, Ia., and Howard Edmondson, Marshall Nurseries, Arlington, Neb.

After calling the convention to order, President Dale Wild, Sarcoxie Nurseries, Sarcoxie, Mo., called upon Orville Moffet, Moffet Nurseries, St.

Joseph, Mo., who gave the invocation. C. C. Smith, secretary-treasurer, then presented his reports, following which President Wild announced his committee appointments.

Cliff Kaney, president of the Kansas City chamber of commerce, was scheduled to give an address of welcome, but was unable to appear on account of illness. To fill in the time, President Wild called upon John J. Pinney, Willis Nursery Co., Ottawa, Kan., to give an extemporaneous review of his article on prices that appeared in the December 15 issue of the American Nurseryman.

## Landscape Financing

The financing of landscape improvements on home grounds by FHA Title I loans was the subject of a talk by Frank Turner, Home

State bank, Kansas City, Kan. FHA loans to finance landscape plantings can be made by banks, loan associations and other lending institutions. Increased installment financing will be necessary, according to Mr. Turner, to sell the high production of our country. The FHA program was begun in 1934 to help repair homes, and it helped to break the credit log jam. Nurserymen are especially fortunate in having their products included among those that can be purchased under the plan, but comparatively few nurserymen have taken advantage of the plan to increase their sales.

When putting the plan into operation, the banker will want to know about the business of the nurseryman, his assets, liabilities, volume of business, reputation, etc. This is for the protection of those who use the plan, because it eliminates the poor or dishonest operators.

FHA Title I loans will provide unlimited capital for selling on the installment plan, and the small operator will have the same advantages as the larger. The cost of the entire landscape job can be included in one loan, even though more than one contractor is involved in carrying it out. Specifically included are such items as plans, grading, materials, planting, patios, walls, etc.

In the actual operation of the plan, the nurseryman may use his own contract forms. When the work has been finished, the customer signs a completion certificate and the bank is notified. Then the customer signs a note at the bank and the nurseryman receives full payment for his work. He has nothing more to do

[Continued on page 85]



Three generations of the Rogers family, all in the nursery business, attend the convention of the Western Association of Nurserymen. Left to right, Tom Rogers, Jr.; Tom Rogers, Sr., and John Rogers.

## Maryland Honors Hofmann

By E. Sam Hemming

The Maryland Nurserymen's Association had its usual fine annual meeting with the usual inclement weather. The meeting was held in the Emerson hotel, Baltimore, January 7 and 8.

Robert S. Johnston, Eastern Shore Nurseries, Easton, was elected president for the coming year. Other officers elected were first vice-president, Carl Orndorff, Small's Nursery, Kensington; second vice-president, Edward Stock, Stock Bros. Nursery, Bethesda; treasurer, Willard Stoner, Westminster Nurseries, Westminster; secretary, Paul S. Hofmann, Towson Nurseries, Inc., Towson, and educational secretary, Dr. George S. Langford, University of Maryland.

### Award to Paul Hofmann

President Gude presented the professional achievement award to Paul S. Hofmann, secretary of the asso-



Paul S. Hofmann

ciation, for his years of fine and faithful service, and for his 30 years of professional work for Towson Nurseries, Inc., of which he is now vice-president. Many fine estates around Baltimore have been landscaped by him. In addition he is president of the Nursery Association Secretaries. An amusing sidelight of the presentation was the preparation of a fake certificate for Past President Raymond Bunting. Mr. Hofmann had always had these certificates prepared in the past and they wished to present this one as a surprise. A highly respected nurseryman, Ray Bunting, gladly entered into the deception.

To give the nurserymen a chance to get together and just talk, it was decided to have a social hour and party on Wednesday afternoon and evening. With the treasury in such good shape, it is planned that this enjoyable idea will be continued in future years.

John Donofrio acted as master of ceremonies and there was music by Professor and Mrs. Randall, of the department of music of the University of Maryland, and their 9-year-old twin son and daughter, as well as the "Bob-O-Larks," consisting of six pretty coeds and one fortunate young man. Patsy Donofrio, of Carroll Gardens, showed the fine movies he had taken at the summer meeting, in which the lively and friendly Johnny Burton proved to be the star.

After the entertainment there were ample refreshments of punch and sandwiches, followed by dancing to a 3-piece orchestra.

In the general bull session that followed, the talk of most nursery-

men seemed to center on the difficulty of obtaining shade trees and evergreens. Business has been good and continues to look good. A few order books were in evidence with the usual remark, "What haven't you got for sale?" The only discordant note seemed to be the resentment against the Dutch bulb growers and their methods of marketing. Some of it was vehement and maybe a "word to the wise" will be sufficient.

On Thursday, with almost 100 registering, the meeting was opened by President Adolph Gude, followed by the reading of the minutes by Secretary Paul Hofmann and the president's address. Mr. Gude made several fine points, including the caution that nurserymen do not concentrate on one phase of the business and that they continue to seek new ways of marketing and extending the season. He made the startling remark that his firm achieved fine results by advertising shade trees in hot weather, to be planted later.

The treasurer's report, by Willard Stoner, was gratifying, showing a balance of \$1,308.34 with 158 members on the rolls, including 27 new members. The proportion of mem-

[Continued on page 59]

## Iowa Membership at New High

By Clyde H. Heard

The 32nd annual meeting of the Iowa Nurserymen's Association was held at the Hotel Kirkwood, Des Moines, Tuesday and Wednesday, January 6 and 7. The attendance was good throughout the meeting. One hundred and six were present at the annual dinner, two short of the record. The secretary's report showed a total membership, active, associate and from allied industries, of 105. This is an all-time high, surpassing last year's 97 members.

### Officers Elected

Officers elected were president, William H. Collins, Henry Field Seed & Nursery Co., Shenandoah; vice-president, Donald Moffet, Mount Arbor Nurseries, Shenandoah, and secretary-treasurer, Dean Platt, Platt's Nursery, Waterloo.

Directors of the association are chairman, Clyde Heard, Heard's Landscape Nurseries, Des Moines; Robert Bauge, Earl May Seed & Nursery Co., Shenandoah; Darrell Holmes, Shenandoah Nurseries, Shenandoah; Richard Cashman, Sherman Nursery Co., Charles City, and Charles Meyers, Meyers Nursery, Waterloo. Representative to

the state horticultural society for two years is William H. Collins, Henry Field Seed & Nursery Co., Shenandoah.

At a meeting of Iowa chapter 10, American Association of Nurserymen, the following delegates were elected: Dwight Hughes, Cedar Rapids Nursery Co., Cedar Rapids; C. C. Smith, Sherman Nursery Co., Charles City, and Lloyd Platt, Platt's Nursery, Davenport. Holdover delegates, elected in January, 1952, are George Rose, Henry Field Seed & Nursery Co., Shenandoah, and Donald Moffet, Mount Arbor Nurseries, Shenandoah.

Alternates elected were Neal Rohlf, Rohlf's Nursery, Davenport, and Harley Deems, Mount Arbor Nurseries, Shenandoah. Holdover alternates are Harold Parnham, Robinson & Parnham, Des Moines, and Selden Carey, Carey Bros. Nursery, Des Moines.

Tuesday morning was devoted to an informal get-together of the members of the A. A. N. Peter Cascio, president, discussed the activities of the association that were of special importance at this time.

[Continued on page 70]



Arborvitae (*Thuja pyramidalis*) cuttings treated with hormone powder and being packed into flats in damp sphagnum moss. Picture taken in February.



The same arborvitae cuttings at the end of the year. They were inserted in the frame in early April. Picture taken in September.

## Variations in Propagation Procedure

*Pointers on Propagation • By James S. Wells*

One of the most interesting factors which emerged from the recent meeting of the Plant Propagators' Society was the wide variation in methods for propagating the same plant. This was particularly true when we began to discuss American holly, *Ilex opaca*. Roger Pease, from the West Virginia agricultural experiment station, Morgantown, gave an excellent resume of the methods which he found best for rooting American holly. Immediately, when he was through, a number of other growers said that, while they felt sure Mr. Pease's methods would work well, they would not bother to take nearly so much trouble. One grower from Tennessee stuck his cuttings in muddy soil with no more top protection than that provided by a sheet of plastic, plus a constant mist over the cuttings. Every possible variation of method was recorded by growers from different parts of the country, and, when it was all over, we felt that the only thing upon which we could agree was that "nothing succeeds like success."

This brings up a point which I want to stress now because it may be that the young grower is somewhat confused by the different methods which certain plantmen use. If you are propagating any plants satisfactorily by carrying out a procedure which you understand, then stick to it without alteration. If you are obtaining good stands of rooted cuttings or grafts by burying the plants in an open bench or

using a rooting medium of coarse gravel, why change? I see no reason to do so. Most growers do not have the time or desire to examine their local conditions in detail, but, if they did, they might well find that some local condition of climate produces a somewhat different type of propagating wood, which will propagate best when taken at a certain time and treated in a certain way. These differences may have been noted many years earlier by growers in your area and they found by experience which was the best method to use.

The young grower starts in, visits his neighbors and finds out which is apparently the best way to do the

job and starts producing successfully. He may then perhaps come to a meeting of the Plant Propagators' Society and hear there that according to the so-called experts his methods are all wrong and that he should use fine sand for his cuttings and pre-established understocks under double glass for his grafts. If his stands are satisfactory then let him leave the advice of the experts alone and stick to what he knows.

This brings up the question of what is the satisfactory stand in plant propagation? Now this, of course, varies from plant to plant, and even from variety to variety; so no rule of thumb can be given. With most

[Continued on page 51]



*Ilex Opaca* Cuttings Taken in Late August. Photographed in November.



# Plant Notes Here and There

By C. W. Wood

In more than one way, it is unfortunate that *crambe* means so little in the American gardening world. It means, in the first place, that we are missing some good landscape material and cutting material of no mean quality. Well do I remember my introduction to the genus back in the early days of this century when Wilhelm Miller, the associate editor of what we have come to love as Bailey's *Cyclopedia of Horticulture*, ran a series of articles in the old *Garden Magazine* on "What England Can Teach Us about Gardening." In it he showed a picture captioned: "Example of cloudy and billowy effects which the English get with white-flowered perennials, especially when the wind stirs. *Crambe orientalis*, a relative of the sea kale, which grows five to seven feet high." The picture showed a large group of *crambe* in bloom as a specimen planting on the lawn and excited my interest more, perhaps, than anything else in the series. I was greatly disappointed, then, when careful search failed to reveal a source of supply for seeds or plants in this country. Later other kinds came to light in European lists, though *C. orientalis*, which Miller mentioned, never showed up; still later several kinds from the deserts of central Asia came from a U. S. S. R. botanical garden, all of much landscape value, one phase of which was pointed out by Miller when he wrote: "We could make our gardens a great deal cooler and more restful by always having one or two fluffy white masses of bloom which suggest sea foam, billows, fleecy clouds and the like." Certainly you can obtain that effect from *crambe*.

It would be useless to discuss kinds, because few are available. I do not now remember how many kinds have been in our trials, but I do know that they include annuals, biennials and perennials, the majority being of the middle class. However, *C. cordifolia*, which may be the *C. orientalis* of Miller's article, is usually available in European lists.

## Aster Porteri

As America adds years to her civilized (?) record, she also sometimes shows added maturity in her gardening practices. One phase where we are showing progress is, I think, in the increased interest in wall gardening. It is true, of course,

that we have always practiced that phase to some extent, but it is only during the past quarter century that it has spread to the field of small gardens—gardens which were formerly looked down upon by estate owners and some snooty nurserymen, but which are the backbone of the art and industry today. I suspect that one reason more gardeners do not take it up is that most nurseries are lamentably weak in wall plants and do not show by example in their show gardens what is possible from the practice of wall gardening.

What led to the foregoing was an inquiry on *Aster porterii*. This Colorado aster is not the best wall plant, to be sure, but as we always used it in that way, after we learned its ways, the inquiry naturally brought up the subject of wall gardening. Actually, it is among the best in a

genus that is noted for its lack of wall material. When used in the garden this aster is generally looked upon as a wall plant by experienced growers and gardeners, because there is where it shows off to best advantage; on a flat surface it is apt to be lost among the showier plants.

It grows from six to eight inches tall, as it behaved here in Michigan in rather infertile soil, bearing an abundance of small white asters during the latter half of July and practically all of August. Here it did well in the wall with exposures to all points of the compass and in ordinary soil. In fact it is so accommodating that the most inexperienced gardener should have no trouble in making it a permanent fixture. Its summer blooming is also in its favor. It comes readily from fall-sown seeds

## HEDGE PLANTS

Our soil and climatic conditions are ideal for the production of good Privet. We guarantee our stock to be as well-grown and developed in grade as any in this country. Write for special prices on large numbers.

### CALIFORNIA PRIVET

(*Ligustrum ovalifolium*)

|                                | Per 10 | Per 100 | Per 1000 |
|--------------------------------|--------|---------|----------|
| 6 to 12 ins., 2 canes or more  | \$0.85 | \$ 7.00 | \$ 65.00 |
| 12 to 18 ins., 3 canes or more | 1.20   | 10.00   | 90.00    |
| 18 to 24 ins., 3 canes or more | 1.40   | 12.50   | 110.00   |
| 2 to 3 ft., 4 canes or more    | 1.85   | 16.00   | 150.00   |
| 3 to 4 ft., 6 canes or more    | 3.00   | 25.00   | 220.00   |
| 4 to 5 ft., 6 canes or more    | 4.50   | 37.00   | 350.00   |

### IBOLIUM PRIVET (*Ligustrum ibolium*)

Can be furnished in exact grades and prices as California Privet listed above.

### AMUR RIVER NORTH PRIVET (*Ligustrum amurense*)

|                                | 1.00 | 8.50  | 75.00  |
|--------------------------------|------|-------|--------|
| 6 to 12 ins., 2 canes or more  | 1.00 | 8.50  | 75.00  |
| 12 to 18 ins., 3 canes or more | 1.40 | 12.50 | 100.00 |
| 18 to 24 ins., 3 canes or more | 2.00 | 15.00 | 125.00 |
| 2 to 3 ft., 4 canes or more    | 2.50 | 20.00 | 175.00 |
| 3 to 4 ft., 4 canes or more    | 4.00 | 35.00 | 300.00 |

Free packing for cash with order. Write for special prices on quantity lots. Our regular wholesale list offers a complete line of nursery stock. If you failed to receive your copy, write us today. When requesting wholesale rates, kindly use your printed stationery indicating you are entitled to trade prices.

## BUNTINGS' NURSERIES, INC.

Box 3

SELBYVILLE, DEL.

"A friendly, efficient sales service"

**E. D. ROBINSON**  
SALES AGENCY  
38 So. Elm St. P. O. Box 285  
WALLINGFORD, CONN.

Representing

Adams Nursery, Inc.  
Bristol Nurseries, Inc.  
Barnes Brothers Nursery Co., Inc.  
North-Eastern Forestry Co., Inc.  
A. N. Pierson, Inc.  
Sapny Border, Inc.

A complete line of well-grown hardy plant material.  
Evergreens and Lining-out Stock.

## AZALEA MOLLIS

(Chinese Azalea grown from seeds.)

Very hardy. Blooms before leafing. Foliage bright green and attractive, turning to gorgeous shades of bronze and red in the fall. Flowers are large and borne in great profusion. Varied colors.

We offer 15,000 2-year, once-transplanted, well-rooted plants in cold frames for spring delivery.

\$18.00 per 100; \$160.00 per 1000.

Cash with order. Free packing.

## BROOKFIELD GARDENS

N. J. Rt. 6, U. S. 46 Delaware, N. J.



# RA·PID·GRO

## *The Double Profit Plant Food*



Rose on left was Ra-Pid-Gro fed.



This dispensing display sells Ra-Pid-Gro for you!

### PROFIT NO. 1

### USE IT!

Nurserymen who use Ra-Pid-Gro know well that it produces:

1. Healthier stock.
2. More saleable stock.
3. Far fewer replacements.
4. Properly timed blooms.

### PROFIT NO. 2

### SELL IT!

Nurserymen who sell Ra-Pid-Gro know well that it produces:

1. Satisfied customers.
2. Repeat business.
3. Greater sales volume.
4. Extra profit.

### USE RA-PID-GRO — AND SELL IT FOR SATISFIED CUSTOMERS

Imitation is the Sincerest Flattery.

They say money is the root of all evil  
and it is sometimes the reason for substitution

**Stock up on Ra-Pid-Gro NOW!**

ANALYSIS 23-21-17

# RA·PID·GRO

CORP., DANVILLE, N. Y.

**THE MIRACLE LIQUID PLANT FOOD**

# TREE WISTARIA



Tree Wistarias in Willis Nurseries, September, 1952.

You have customers who are eager for something "different", something novel. It will thrill them to have one of these lovely Tree Wistarias in the yard. Mature plants produce hundreds of purplish-blue flowers in early summer. Use in formal gardens or specimens on the lawn.

These trees are the Chinese Wistaria propagated from blooming wood.

3 to 4-ft. stems, bare-root ..... \$35.00 per 10  
3 to 4-ft. stems, B&B ..... 45.00 per 10

## HARDY VINES

|                                                                 | Per 10 | Per 100 | Per 1000 |
|-----------------------------------------------------------------|--------|---------|----------|
| <b>Boston Ivy (<i>Parthenocissus tricuspidata</i>).</b>         |        |         |          |
| 2-yr., No. 1 .....                                              | \$4.50 | \$40.00 | \$350.00 |
| 2-yr., Medium .....                                             | 3.50   | 30.00   | 275.00   |
| <b>Bittersweet, American (<i>Celastrus scandens</i>).</b>       |        |         |          |
| 2-yr., No. 1, fruiting strain .....                             | 3.50   | 30.00   | 250.00   |
| 2-yr., Medium, fruiting strain .....                            | 2.50   | 22.00   | 200.00   |
| <b>Clematis, Sweet Autumn (<i>Clematis paniculata</i>).</b>     |        |         |          |
| 3-yr., No. 1 .....                                              | 5.50   | 50.00   | 450.00   |
| 2-yr., No. 1 .....                                              | 4.50   | 40.00   | 350.00   |
| 2-yr., Medium .....                                             | 3.50   | 30.00   | 250.00   |
| <b>Honeysuckle, Hall's (<i>Lonicera japonica halliana</i>).</b> |        |         |          |
| 2-yr., No. 1 .....                                              | 2.50   | 22.00   | 180.00   |
| 2-yr., Medium .....                                             | 2.10   | 18.00   | 150.00   |
| <b>Silver-Lace Vine (<i>Polygonum auberti</i>).</b>             |        |         |          |
| 2-yr., No. 1 .....                                              | 4.50   | 40.00   | 350.00   |
| 2-yr., Medium .....                                             | 3.50   | 30.00   | ...      |
| <b>Wistaria, Chinese Blue (<i>Wistaria sinensis</i>).</b>       |        |         |          |
| 2-yr., No. 1 .....                                              | 4.50   | 40.00   | 350.00   |
| 2-yr., Medium .....                                             | 3.50   | 30.00   | 250.00   |

300 or more, alike or assorted, at 1000 rate.

Write for complete price list.

## THE WILLIS NURSERY COMPANY

"Your Wholesale Nurserymen"  
OTTAWA, KANSAS

and may also be increased from cuttings of new growths.

Answering an Ohio reader: Phlox *adsurgens*, like others of its general habits, are easiest grown from division, usually made directly after the flowering season. Of course it may also be grown from seeds, sown as soon as ripe or in autumn. More rapid increase than is to be had from division follows the correct handling of cuttings, and I suppose most experienced propagators have worked out schedules to suit their local conditions. Ours, applied to most of the mat makers in the phlox genus, is as follows: A lath-covered frame, with its light soil raised two or three inches above the surrounding surface, is used. Cuttings are pulled or rubbed off with a heel in late summer, trimmed of leaves at the base and inserted in the frame. If the work is done at the right time (late August is about right for our latitude), the cuttings should be sufficiently rooted before winter sets in to keep them from heaving.

### Companions for Iris

With reason, I think, many neighborhood growers refuse to be drawn into the mad scramble for the latest introductions in the popular classes of hardy plants, including chrysanthemums, day lilies and tall bearded iris. One could soon have his capital tied up in a few kinds of plants of doubtful value, and in iris, at least, he would be gambling on receiving his money back on 15-dollar introductions before they reached the 50-cent class. But that does not mean that he should refrain from growing any of these plants at all.

For years I have watched the handling of iris in neighborhood nurseries and long ago became convinced that it can be made a profitable item if handled correctly. And correct handling includes a show garden to impress upon one's customers the fact that an iris planting need not be the drab thing it usually is over all except its brief flowering season. In fact more than one grower has told me that present enthusiasts for this flower can be induced to extend their purchases not only of iris but also for the material to accompany it, and some persons who excluded the iris entirely from their gardens because of that long drab season may be converted to its use by suggestive plantings in the show garden.

Although I do not pretend to be an authority in these matters, it is readily apparent that many ideas have been worked through the years

# SHERWOOD'S CHOICE LINING-OUT EVERGREENS

This is all fine, bedded, field-grown stock, heavy-rooted and ready for delivery.

TAKE NOTE: The Sherwood Nursery Co. prepays shipping costs on lining-out stock to all points in the United States, Canada and Alaska. The prices quoted here on plants are net cash prices delivered to you. There is also no packing charge.

## Azalea mollis (Chinese Azalea)

Very hardy. Blooms before leafing. Foliage bright green and attractive, turning to gorgeous shades of bronze and red in the fall. Flowers are large and borne in great profusion. We are offering choice plants chiefly in the popular shades of salmon and orange.

1 to 3 ins., once transplanted.....\$11.00 \$88.00

## Cedrus deodara (Deodar Cedar)

The Deodar Cedar grows into a fountain of green of unsurpassing beauty. The color is a light bluish-green. With a little pruning and shearing, the foliage becomes very dense and graceful. It is a native of the Himalaya mountains.

9 to 12 ins., once transplanted.....\$20.00 \$160.00

## Juniper chinensis pfitzeriana (Pfitzer Juniper)

This well-known juniper can scarcely be excelled for terrace and mass planting. It is hardy and a rapid, vigorous grower and thrives under adverse conditions of soil and climate. It has fine green foliage which, with a little pruning, forms a dense mass. Broadly spreading, reaching in older trees a diameter of 20 to 25 ft. or more. Probably the most universal favorite of all junipers of its type.

3 to 6 ins., once transplanted.....\$16.00 \$128.00

## Kalmia latifolia (Mountain Laurel)

Native of the Appalachian mountains. Grows into compact, symmetrical shrub, densely covered with foliage. Leaves medium size, glossy and unchanging throughout the year. When in bloom, the plants are literally bouquets of lovely, cup-shaped flowers, ranging from almost white to deep pink in color.

9 to 12 ins., once transplanted.....\$25.00 \$200.00

## Mahonia aquifolium (Oregon Grape)

An ornate little evergreen shrub, native of Oregon, where it is much loved and enjoyed. Leaves are holly-like and bright green. Has long clusters of bright golden-yellow flowers in the spring, followed by bunches of bright blue, grapelike berries. Fine for interior decorative purposes. Some leaves take on autumn tints of crimson, deep red, bronze and gold. One of the hardiest of the broad-leaved evergreens.

3 to 6 ins., not transplanted.....\$9.00 \$72.00

## Mahonia nervosa (Longleaf Hollygrape)

Plants grow 12 to 18 ins. tall. The leaves, which are 12 to 15 ins. long, are beautifully fernlike in form. Flowers are bright golden-yellow, followed by bunches of bright blue, grapelike fruit. The foliage is dark green turning to most beautiful shades of brilliant red and bronze in the fall. Does well in sun or shade. Thrives under conifers. Very hardy. One of the very best of Oregon's native shrubs.

3 to 6 ins., not transplanted.....\$9.00 \$72.00

## Pseudotsuga douglasii (Douglas Fir)

One of the conifers of great commercial value of the Pacific coast. Native British Columbia to Mexico and eastward to Montana and Colorado. Reaches a height of 200 ft. or more, being among the tallest trees in the world, and a diameter of 12 ft. Good dark green foliage. We are offering the Colorado silver-gray strain, considered the best for ornamental purposes.

3 to 6 ins., once transplanted.....\$10.00 \$80.00

## Sherwood Orchid Azalea

This is a hybrid Hinodagiri and our own introduction. We have been growing it for several years in our nursery where it has attracted much attention. Foliage about the size and gloss of the Hinodagiri Crimson Azalea, but the plant is hardier. Flowers are a clear lavender with speckled throat, completely cover the plant and are large for a dwarf-size azalea. This evergreen fills a need which has not been met by any other azalea. Although showy, it harmonizes with other colors in the garden. Mass plantings in gardens or on slopes and terraces are unexcelled.

6 to 9 ins., once transplanted.....\$17.00 \$136.00

## Taxus cuspidata (Japanese Yew)

This beautiful yew is a native of the Orient and is hardy, strong and dwarf. It is a spreading tree and in older specimens may reach a spread of 20 ft. and height of 8 ft.

3 to 6 ins., once transplanted.....\$15.00 \$120.00

## Thuja occidentalis pyramidalis

(American Pyramidal Arborvitae)

A most desirable arborvitae of narrow columnar growth, dense and compact without pruning. Planted in groups, it produces a most impressive alpine effect. In situations where effective hedges requiring but little space are desired, Pyramidal Arborvitae has no counterpart. The hedge becomes a solid wall of green from 4 to 20 ft. in height as desired and occupies only 2 ft. in width. For hedges, trees should be planted 18 ins. apart. A Pyramidal Arborvitae hedge requires scarcely any care.

3 to 6 ins., once transplanted.....\$13.00 \$104.00

## Tsuga canadensis (Canada Hemlock)

Native New Brunswick to Wisconsin and south to Alabama. A well-known conifer of graceful, pleasing habit of growth, and regarded by some landscape architects as one of the best of conifers. Perfectly hardy, withstanding low temperature without injury to tree or foliage. Foliage is heavy and attractive; needles are short. Is naturally broadly pyramidal in form, but can be grown to a rounded head and lends itself well to pruning into hedges.

9 to 12 ins., once transplanted.....\$16.00 \$128.00

PROMPT AND EFFICIENT ATTENTION GUARANTEED ON ALL ORDERS



## SHERWOOD NURSERY CO.

Leading Wholesale Propagators and Growers of  
Conifers and Broad-leaved Evergreens

141 S. E. 65th Ave.

Portland 16, Ore.

Catalog available to the trade.

# ★★★ The "MILITARY" MUMS ★★★ LEGIONNAIRE and AMVET

**GENERAL BRADLEY      GENERAL MAC ARTHUR**

## **GENERAL MARSHALL**

(*Corliss Originations*)

Large, perfect  
double flowers  
from early  
August to  
heavy frosts...

Fine for  
cutting...  
Clean foliage...  
Very hardy...  
Compact, bushy  
... Easy to grow.

You'll love **LEGIONNAIRE** for its generous display of gay, sparkling yellow flowers with a golden heart.

**AMVET** will enchant everyone with its superb pure white petals and delicate yellow inner rays.

### **STRONG ROOTED CUTTINGS**

(Each kind) ..... **\$20.00** per 100

### **POT or BANDED PLANTS**

(Each kind)..... **\$1.00** per 12, **\$25.00** per 100



### **General**

**MARSHALL**—deep old rose,  
purple and gold.

**MACARTHUR**—glowing  
coppery-red.

**BRADLEY**—apricot, seashell-pink  
and buff.

Cuttings ready  
from Feb. to  
mid-May;  
plants after  
Mar. 15.

### **STRONG ROOTED CUTTINGS**

(Each kind) ..... **\$15.00** per 100

### **POT or BANDED PLANTS**

(Each kind)..... **\$3.50** per 12, **\$20.00** per 100

# **CORLISS BROS. Inc., NURSERIES**

11 Reynard Street

GLoucester, MASS.

by inquisitive gardeners not only to provide color in iris plantings at times other than its regular season but also to relieve the monotony of its growth habits. There is not room now to go fully into the matter, but I would like to call attention to two—lupines and foxgloves—plants that have special merit in this respect.

Perhaps the best of all associates for iris are lupines, if harmonious varieties are chosen. Aside from color combinations possible with lupines and iris, an important phase of the association is the perfect fitness of the fountains of lupine foliage with the swordlike iris leaves and the contrast of the lupine spike with the heavy candelabra of the other. To help you in arranging color combinations, it may be added that most experienced gardeners like to associate blue with yellow, brown with yellow, cream with pink and old rose with lavender.

Foxgloves, because of their spire effects, are admirable company for iris, if chosen with the usual color harmonies in mind. In fact, there are opportunities in the fawns, old golds, smoky shades and browns of foxgloves for the most striking contrasts with special iris. Some gardeners (good ones, too) use foxgloves sparingly in their iris beds. That, it seems to me, is the poorest way to employ them; rather, foxgloves, to be really effective as iris companions, should be used in bold masses, making islands of them, so to speak, among equally large masses of iris. In that way the spotted effects of single plants of a kind are not to be feared. The subject of companions for the tall bearded iris deserves the serious attention of every neighborhood plant grower, not only for his own good in a business way, but also to make his planting designs a good example for his clients.

### **Sweet Williams**

As a gardener, I have always liked sweet williams for their amenable and floriferous nature; as a commercial plant grower, I always liked them for other reasons, too. Not the least of these reasons was that the gardener who once acquired the sweet william habit was sure to be a more or less heavy buyer of the plants year after year.

If you have customers who will take a mixture of colors, that is the economical way to grow them; on the other hand, if your customers are like most in their demand for separate colors, mixtures are a waste of time and effort. When we did a neighborhood business, the variety

# COTONEASTER

These are all strong seedlings.

|                                                          | Per 100        | Per 1000        |
|----------------------------------------------------------|----------------|-----------------|
| Cotoneaster Acutifolia, transplants, 12 to 18 ins. ....  | <b>\$25.00</b> | ....            |
| Cotoneaster Divaricata, 1-yr. seedlings, 6 to 10 ins. .  | <b>8.00</b>    | <b>\$ 60.00</b> |
| Cotoneaster Divaricata, 1-yr. seedlings, 10 to 18 ins. . | <b>10.00</b>   | <b>90.00</b>    |
| Cotoneaster Horizontalis, 1-yr. seedlings, 2 to 4 ins. . | <b>10.00</b>   | <b>90.00</b>    |
| Cotoneaster Horizontalis, 1-yr. seedlings, 4 to 6 ins. . | <b>15.00</b>   | <b>125.00</b>   |
| Cotoneaster Praecox, 1-yr. seedlings, 4 to 8 ins. ....   | <b>25.00</b>   | ....            |

### **Cotoneaster Multiflora**

Strong, 1-yr. grafts, true to name  
18 to 24 ins.

**\$65.00** per 100  
**\$600.00** per 1000

# C. HOOGENDOORN

Turner Road

NEWPORT, R. I.





# BIRD PERENNIAL POTS

Now you can get

**Tough CONSTRUCTION—**  
**at Less Cost!**

**Tough as, or tougher than pots made of heavier material**—Bird Perennial Pots have a hard coating, inside and out, that adds to their durability and resistance to handling hazards.

**Solid stapled bottom**—Bird Perennial Pots are constructed with a solid stapled bottom which prevents loss of plants in handling. This bottom is carefully designed with openings to insure proper drainage.

**Lower landed-cost**—Most important, too, is the fact if your nursery is in the area outlined above, the lower landed-cost of Bird Perennial Pots makes them by far the most economical and efficient perennial pot you can buy.

**Longer selling season**—Bird Perennial Pots lengthen your selling season, too, from three months to five months—plus giving you the opportunity to display your plants at the very peak of their bloom... a big merchandising advantage.

Ask your nearest distributor for detailed information and low delivered prices on this latest advance in nursery sales technique, or write us direct, Bird & Son, inc., Dept. ANP-2, East Walpole, Mass.

# BIRD

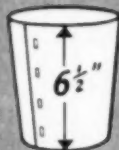
**BIRD  
& SON inc.**  
Established 1895

VITA-BANDS • TOM THUMB FLATS • VITA-POTS • RED POTS

## Recommended sizes of Bird Perennial Pots for perennials, bulbs, and shrubs\*



Aconitum  
Ajuga  
Alyssum  
Canterbury Bells  
Carnations  
Columbine, etc.  
Delphinium  
Lily of the Valley  
Narcissus  
Phlox  
Saxatile Compactum  
Shasta Daisies  
Small Mums



Aquilegia  
Asters  
Astilbe  
Boston Ivy  
Centaurea  
Chrysanthemums  
Clematis, etc.  
Day Lilies  
Honeysuckle  
Iris  
Oriental Poppies  
Roses (1 1/2 "Junior")  
Silver Lace  
Small Lilies



Azaleas  
Bleeding Heart, etc.  
Camellias  
Daphne  
Delphinium  
Easter Lilies  
Gardenias  
Gypsophila  
Hydrangeas  
Large Mums  
Lupine  
Peonies  
Roses: Hybrid Teas  
Floribundas  
2-yr. Climbers  
Thermopsis  
Tree Geranium  
Water Lilies  
Yucca

\*These are only a few of the many varieties of perennials, roses, bulbs, vines and shrubs that can be potted in Bird Perennial Pots.

## POTTED GRAFTS FOR SPRING, 1953

|                                              | Per 100  | Per 1000 |
|----------------------------------------------|----------|----------|
| Acer Palmatum Atropurpureum.....             | \$ 65.00 | .....    |
| Acer Palmatum Dissectum Atropurpureum.....   | 65.00    | .....    |
| Cornus Florida Alba Plena.....               | 50.00    | .....    |
| Cornus Florida Pendula.....                  | 50.00    | .....    |
| Cornus Florida Rubra Prosser.....            | 65.00    | .....    |
| Cornus Florida Rubra.....                    | 50.00    | \$450.00 |
| Cryptomeria Lobbi.....                       | 50.00    | .....    |
| Fagus Sylvatica Asplenifolia (Fernleaf)..... | 65.00    | .....    |
| Fagus Sylvatica Fastigiata (Pyramidal).....  | 65.00    | .....    |
| Fagus Sylvatica Pendula.....                 | 65.00    | .....    |
| Fagus Sylvatica Riversi (Purple Beech).....  | 65.00    | .....    |
| Magnolia Lennei.....                         | 65.00    | .....    |
| Magnolia Soulangeana.....                    | 60.00    | .....    |
| Magnolia Soulangeana Nigra.....              | 60.00    | .....    |
| Magnolia Stellata.....                       | 60.00    | .....    |
| Magnolia Stellata Rosea.....                 | 60.00    | .....    |
| Magnolia Stellata Waterlily.....             | 60.00    | .....    |
| Pinus Cembra.....                            | 50.00    | .....    |
| Pinus Strobus Nana.....                      | 50.00    | .....    |
| Pinus Strobus Pendula.....                   | 50.00    | .....    |
| Pinus Parviflora Glauca.....                 | 50.00    | .....    |
| Picea Moerheimi.....                         | 100.00   | .....    |
| Tanyosho Japanese Table Pine.....            | 40.00    | .....    |
| Tsuga Canadensis Heterophylla.....           | 40.00    | .....    |
| Tsuga Canadensis Sargentii.....              | 45.00    | .....    |
| Wistaria Multijuga (Lavender clusters).....  | 40.00    | .....    |

No Packing Charges. 25 per cent deposit on all C.O.D. orders.

### VAN DINE NURSERY

Berdan Ave., R. D. 4

Preakness, Paterson, N. J.

### THUJA OCCIDENTALIS COMPACTA ERECTA

(NEW)

We offer this new variety in rooted cuttings; also established stock from 2 1/4-in. pots. Write for descriptive folder in color.

THE WESTMINSTER NURSERIES  
WESTMINSTER, MD.

### FOR 52 YEARS

*Our business has been  
growing*

Rhododendrons

Azaleas

Perennials, Roses

All Nursery Items

BOBBINK & ATKINS

E. RUTHERFORD, N. J.

QUALITY MERCHANDISE  
AT REASONABLE PRICES

### VANDERBROOK NURSERIES

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

### LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.

### CLEMATIS

Jackmani, purple, 1-yr., 2 1/4-in. pots.  
\$6.50 per 10    \$40.00 per 100    \$12.50 per 25  
F.O.B. Fairport, N. Y. Cash with order.

JAMES I. GEORGE & SON  
FAIRPORT, N. Y.

### LINING-OUT STOCK and ROOTED CUTTINGS

Write for our complete list.

ESHAM'S NURSERIES  
Frankford, Del.

Newport Pink sold fivefold more than any other kind, with the dark red nigricans second in popularity. I suspect that the same conditions would still prevail. The demand for a good white, which was formerly answered by the old Johnson's White, is now supplied by the newer Giant White, a pure white of large size.

Newport Pink and Giant White are easy to use in the garden, conflicting with few other colors of their season, but the purple-stemmed, deep red-flowered nigricans is another matter. Bright-colored geums, such as Mrs. Bradshaw and Fire Opal, are nice companions for the latter, as are the fiery Lychnis chalcedonica and Lilium elegans.

Sweet williams must be used in masses to obtain the best effects from them, and their passing then leaves great voids in the landscape. And that, incidentally, is the big objection some gardeners have to the plants. The best solution that I know, in case one does not have tall baby's breath growing in the planting or nearby it so it can be pulled down over the place left vacant by the spent sweet williams, is to have pot-grown annuals, such as bedding petunias and ageratums, ready to plant in the area.

Other varieties of possible interest are the bright orange or, perhaps, orange-scarlet of Scarlet Beauty and New Blue, with lavender-blue flowers. A new addition is the strain known as Indian Carpet. It has the objection of the old-fashioned kind in having its auricula-eyed flowers in the great variety of shades known to sweet williams. Its only recommendation is its dwarf compact growth, which does not exceed six inches.

### Torch Lilies

When visiting retail nurseries I am always interested in observing the way nurserymen handle their wares and their clients' reaction to the offerings. It is surprising to note that few of the former take advantage of the peculiar characteristics of torch lilies when making their show garden plantings. There are few other plants that look more out of place when planted singly; on the other hand, few have more landscape value when planted in masses. If one has a well-placed group, say a dozen of one kind, in which care has been taken to obtain good color associates, it might be the means of selling dozen lots instead of single specimens. Of course, the same idea should work equally well with other items that are best grown in groups.

## COVER ILLUSTRATION

## Hypericum Dawsonianum

While several species of the St.-John's-worts are common shrubs in the trade, the Dawson St.-John's-wort has not been grown extensively and is little known in the trade. The plant is upright-spreading in its habit of growth much like one of its parents, *Hypericum prolificum*, the common shrubby St.-John's-wort. The present species seems to be more compact than the shrubby St.-John's-wort and branches well from the base of the plant. It reaches a height of about five feet at maturity.

*Hypericum dawsonianum* is a hybrid species with its parents being *Hypericum prolificum* and *Hypericum lobocarpum*, a native species of North Carolina and Tennessee. It originated in 1893, but has never gained much popularity in the trade.

The foliage of *Hypericum dawsonianum* looks much like that of *Hypericum prolificum*. The leaves are borne in opposite arrangement, are narrow oblong to oblanceolate and about one and one-half to three inches in length.

The flowers are the characteristic type of the genus and yellow in color. The flowers are much like those of *Hypericum prolificum* but have several more flowers in a cluster than usually occurs with the shrubby St.-John's-wort.

Little information is available on the cultural requirements of the Dawson hypericum, but it is assumed that they follow the characteristics of the genus. Most hypericums do well in common garden soils and seem to be adapted to sandy situations. They do best in the sun, are not troubled by many pests and transplant readily. It should be hardy in zone 5 of Rehder and requires moderate pruning. I have had no experience in propagating it but soft or semisoftwood cuttings should be successful.

It can be used sparingly as a small to medium-size shrub for border planting. L. C. C.

## BOOK WITHDRAWN

The book, "Soil Chemistry," by M. Y. Shawarbi, reviewed in the January 15 issue of the American Nurseryman, has been withdrawn from sale by the publisher, John Wiley & Sons.

AUGMAN, MORRA & CANDARELLI, INC., landscaping and nursery firm of Yonkers, N. Y., has constructed a new sales office.

## NURSERY STOCK



ILEX GLABRA JUNIPERUS GLAUCA EUONYMUS FORTUNEI  
HETZI ERECTA

Field-Grown Plants, Transplants, 2 and 3 Years

| 100 rate each                                                                      |        | 100 rate each                                                     |        |
|------------------------------------------------------------------------------------|--------|-------------------------------------------------------------------|--------|
| <i>Azalea Ghent</i> hyb., 1-yr., beds, XX...                                       | \$0.18 | <i>Juniperus virginiana</i> , 8 to 10 ins., 2-yr.                 | \$0.10 |
| 3 to 6 ins., 2-yr., field beds, XX...                                              | .25    | 10 to 15 ins., 3-yr.                                              | .15    |
| 6 to 8 ins., 4-yr., heavy, XXX...                                                  | .45    | <i>Koeleria paniculata</i> (Golden-rain Tree), 1-yr., sdg.        | .06    |
| <i>Azalea mollis</i> , 1-yr., X...                                                 | .18    | 4 to 8 ins., 2-yr., sdg.                                          | .10    |
| 4 to 8 ins., 2-yr., X...                                                           | .25    | 6 to 12 ins., 3-yr., field transp.                                | .15    |
| 8 to 12 ins., 3-yr., XX...                                                         | .45    | <i>Laburnum vulgare</i> (Golden Chain Tree), 1-yr., sdg.          | .06    |
| 12 to 15 ins., 4-yr., XXX (budded)...                                              | 1.35   | <i>Larix europaea</i> , 6 to 12 ins., 2-yr.                       | .10    |
| <i>Azalea schlippenbachii</i> , 1-yr., beds, X...                                  | .22    | <i>Larix leptolepis</i> , 6 to 12 ins., 2-yr.                     | .10    |
| 4 to 6 ins., field beds, XX...                                                     | .35    | <i>Leucothoe catesbaei</i> , 2-yr., X...                          | .30    |
| <i>Biota orientalis aurea</i> , 4 to 8 ins., 1-yr., X...                           | .30    | <i>Pachysandra terminalis</i> , 2-yr.                             | .12    |
| <i>Buxus welleri</i> , 1-yr., X...                                                 | .25    | <i>Picea excelsa</i> , 6 to 8 ins., 3-yr., X...                   | .10    |
| 4 to 8 ins., 3-yr., X...                                                           | .45    | 8 to 12 ins., 3-yr., X...                                         | .15    |
| <i>Cedrus atlantica glauca</i> , 10 to 15 ins., X, 4-yr.                           | .55    | <i>Picea pungens glauca</i> , 3 to 5 ins., 5, 2-yr.               | .10    |
| <i>Chamaecyparis lawsoniana alumi</i> (blue), XX, 2-yr., 6 to 10 ins.              | .25    | 4 to 8 ins., X, 3-yr.                                             | .18    |
| 10 to 15 ins., XX, 3-yr.                                                           | .35    | <i>Pieris japonica</i> , 2-yr., X, field...                       | .25    |
| <i>Chamaecyparis lawsoniana aurea</i> , 3 to 6 ins., 1-yr., X...                   | .25    | <i>Pinus mugo</i> , 4 to 6 ins., 3-yr.                            | .10    |
| 6 to 10 ins., 1-yr., X...                                                          | .35    | 6 to 8 ins., 4-yr., X...                                          | .15    |
| <i>Chamaecyparis plumosa aurea</i> , 5 to 8 ins., 1-yr., X...                      | .35    | <i>Pyracantha lalandi</i> , 4 to 8 ins., X, 2-yr.                 | .20    |
| 8 to 12 ins., 3-yr., X...                                                          | .45    | 8 to 12 ins., X, field, 2-yr.                                     | .30    |
| <i>Cotoneaster horizontalis</i> , 6 to 12 ins., 2-yr., X...                        | .35    | <i>Rhododendron carolinianum</i> , 2-yr., field, X...             | .35    |
| <i>Euonymus carrierei</i> , 4 to 8 ins., X, 1-yr.                                  | .18    | 5 to 8 ins., branched, XX...                                      | .55    |
| 8 to 10 ins., 2-yr., X...                                                          | .25    | 10 to 15 ins., field, buds, XX...                                 | .85    |
| 10 to 12 ins., 3-yr., XX...                                                        | .35    | <i>Rhododendron catawbiense</i> , 2-yr., beds, X...               | .25    |
| <i>Euonymus coloratus</i> , 4 to 8 ins., X, 1-yr.                                  | .16    | 3-yr., field beds, XX...                                          | .35    |
| 8 to 12 ins., XX, 2-yr.                                                            | .25    | 5 to 8 ins., 4-yr., XX...                                         | .55    |
| <i>Euonymus fortunei erecta</i> , 4 to 8 ins., 1-yr., X...                         | .16    | <i>Rhododendron hybrids</i> , 3-yr., field...                     | .35    |
| 6 to 12 ins., 2-yr., X...                                                          | .25    | 5 to 8 ins., XX...                                                | .55    |
| 12 to 18 ins., 3-yr., X...                                                         | .35    | 8 to 10 ins., 4-yr., XX...                                        | .75    |
| <i>Euonymus vegetus</i> , 6 to 8 ins., X, 1-yr., bedded...                         | .16    | <i>Taxus cuspidata</i> , 8 to 12 ins., 2-yr., X...                | .35    |
| 8 to 10 ins., X, 2-yr., field...                                                   | .25    | 10 to 15 ins., XX, 3-yr.                                          | .45    |
| 10 to 15 ins., X, 3-yr., field...                                                  | .35    | <i>Taxus hispida</i> , 4 to 6 ins., 2-yr., X...                   | .28    |
| <i>Ilex crenata bullata</i> , 10 to 12 ins., 4-yr., XX...                          | .65    | 6 to 10 ins., 3-yr., XX...                                        | .35    |
| <i>Ilex glabra</i> , 4 to 6 ins., 2-yr., X...                                      | .20    | 10 to 15 ins., 4-yr., XX...                                       | .45    |
| 6 to 8 ins., 2-yr., X...                                                           | .30    | <i>Thuja occidentalis</i> , 8 to 10 ins., 3-yr., X...             | .15    |
| 8 to 12 ins., 3-yr., XX...                                                         | .40    | 10 to 12 ins., 3-yr., X...                                        | .25    |
| <i>Ilex rotundifolia</i> , 6 to 10 ins., 2-yr., X...                               | .35    | 12 to 18 ins., 4-yr., XX...                                       | .35    |
| 10 to 15 ins., 3-yr., XX, field...                                                 | .75    | <i>Thuja occidentalis douglasii aurea</i> , 4 to 8 ins., X, 2-yr. | .25    |
| <i>Juniper, Andorra</i> , 6 to 8 ins., 2-yr., X...                                 | .28    | 8 to 12 ins., X, 3-yr.                                            | .35    |
| 8 to 12 ins., 3-yr., field...                                                      | .45    | <i>Thuja occidentalis, George Peabody</i> , 6 to 8 ins., X, 3-yr. | .32    |
| <i>Juniper, Irish</i> , 6 to 8 ins., X, 2-yr.                                      | .25    | <i>Thuja occidentalis globosa</i> , 8 to 12 ins., 3-yr., X...     | .35    |
| 8 to 12 ins., X, 3-yr.                                                             | .35    | <i>Thuja occidentalis pyramidalis</i> , 8 to 10 ins., X, 2-yr.    | .35    |
| 12 to 15 ins., 3-yr., X...                                                         | .45    | 10 to 15 ins., X, 3-yr.                                           | .45    |
| <i>Juniperus glauca hetzi</i> , 6 to 10 ins., X, 2-yr.                             | .28    | <i>Viburnum opulus</i> , 6 to 12 ins., 2-yr.                      | .08    |
| 10 to 15 ins., XX, 2-yr.                                                           | .35    | 3-yr., X...                                                       | .12    |
| 12 to 18 ins., XX, 3-yr. (cutback)...                                              | .55    | 15 to 20 ins., 3-yr., X...                                        | .18    |
| <i>Juniperus pfitzeriana</i> (Blue compact; Nelson variety), 4 to 6 ins., X, 2-yr. | .30    | <i>Viburnum opulus nana</i> , 2-yr., field, X...                  | .25    |
| 6 to 8 ins., X, 2-yr.                                                              | .40    | Order 25 of a kind at the 100 rate.                               |        |
| <i>Juniperus scopulorum</i> , 6 to 10 ins., 2-yr., X...                            | .15    | Cash with order, and free packing.                                |        |
| 10 to 15 ins., X, 3-yr.                                                            | .25    | Otherwise 1/3 deposit and balance C.O.D., railway express.        |        |

Send for our 1953 Spring Price List to cover our complete stock.

## PALLACK BROS. NURSERIES, INC.

R. D. I, HARMONY, PA.

(31 mi. north of Pittsburgh, Pa., on Rt. 19)

Phone: Zelienople 476-J21 or Zelienople 644



# This Business of Ours

*Reflections on the Progress and Problems of Nurserymen*

By E. Sam Hemming

## FAMILY CLASSIFICATION

The nurseryman or horticulturist, expert in plant names as he may be, never or rarely ever thinks of plants in terms of family classifications. The botanist always does and while a knowledge of plant families is not an absolute necessity for nurserymen, an understanding of plant relationships would give him a different view of plant life.

Of course, the average nurseryman knows that the apple, pear and the rose belong to the rose family and that the locust belongs to the pea family. I wonder, though, how many know to what family forsythia belongs? It is a member of the olive family.

A study of the plant families to which our trees, shrubs and evergreens belong will make you realize that the plants fall into a definite pattern despite great differences among members of a family. Not only do the plant parts show similarity, which is the basis for the classification, but their cultural requirements and behavior when propagated vegetatively show similarities.

It is hard, from casual observation, to realize that the trumpet creeper and the catalpa both belong to the bignoniaceae family; or that English ivy and aralia are both members of the araliaceae family; or that *Acuba japonica* (a familiar plant in the south) and dogwood both belong to the dogwood family. It is much easier for the nurseryman to realize that rhododendron, laurel, azalea, andromeda, leucothea heather and blueberries all belong to the Ericaceae or heath family, for we are familiar with their acid soil requirements and their manner of rooting as cuttings. These manifestations are much more obvious to us than the botanical similarity of their flowers.

The ornamentals we grow are not broadly spread through all the plant families but tend to be concentrated in a few, and they do not necessarily occur in proportion to the relative numerical importance of the respective families. The largest family of all, the compositae, contributes few of our woody ornamentals although it furnishes many of our perennials such as the chrysanthemum. The family that furnishes most of the ornamentals (also many of the fruits) that we sell is the rosaceae

family for it contains not only the rose, but the spiraea, physocarpus, stephanandra, sorbaria, pearl bush, cotoneaster, hawthorn, firethorn, aronia, sorbus, photinia, cydonia, shadbush, kerria, rhodotypos, and about an equal number of less well-known species.

The next most important family to us is the pea family, which, because of its characteristic flowers and seeds, is more easily classified into one group by the nonscientific plantsmen. It is easier to recognize the members of this group, including mimosa, locust, redbud, brooms, lupines, laburnums, lespedeza, sophora, colutea and a number of lesser lights.

Probably most important to us after the pea family is the pine family, which includes most of our evergreen trees with the exception of the

yews and those exotic species like torreyia, cephalotaxus and podocarpus. The pine family probably exceeds in monetary value to the nurseryman all except the rosaceae family. It is interesting to note that when the pine family is divided botanically into subfamilies, nearly all the plants in one group are best propagated by seeds while those in another group are best propagated by cuttings.

Our shade trees are grouped into several families and it is a toss-up which is the most important. The beech family includes the beech, the oak and the chestnut, while the maple family consists for all intents and purposes of a single large genus. Some of the minor families are important to us. A good example is the olive family containing not only forsythia, but the ash, the lilac, osmanthus, ligustrums, jasminum, which are extensively grown, and several genera not so important.

A subject such as this could be considerably elaborated and I may write further on it.

## ROSA MULTIFLORA JAPONICA

Hardy northern-grown seedlings. Upright, thorny type for stock-tight living fences, conservation and understock. We select our seeds for trueness to type. The plants are excellently grown.

|                                                    | Per 1000 |
|----------------------------------------------------|----------|
| 1 to 2 mm., 8 to 12 ins. in height.....            | \$10.00  |
| 2 to 3 mm., 12 to 15 ins. in height.....           | 15.00    |
| 3 to 4 mm., 15 to 18 ins. in height.....           | 18.00    |
| 4 to 6 mm., 18 to 24 ins. in height.....           | 35.00    |
| 6 to 8 mm., 24 to 30 ins. in height.....           | 45.00    |
| 8 to 12 mm., 30 to 36 ins. in height.....          | 55.00    |
| Conservation grade, 12 to 20 inches in height..... | 22.50    |

Will be shipped cut back to about 8 inches unless you state otherwise.

TERMS: Free packing when cash is sent with the order  
C. O. D. shipments require 25% with order.

Sample for \$2.00.

## BROOKVILLE NURSERIES

GLEN HEAD, N. Y.

VERHALEN'S 3-YR. PFITZERS  
HAVE BEEN CUT HEAVILY  
EACH SPRING AND  
SHEARED LIGHTLY 7 TIMES.

*They're Good!*

VERHALEN NURSERY CO.  
Scottsville, Tex.

## ORNAMENTAL EVERGREENS

Trees & Shrubs

BAGATELLE NURSERY  
P. O. Huntington Station, N. Y.



## Mail-order Meeting

Dr. Richard P. White, executive secretary of the American Association of Nurserymen, was present at the winter meeting of the National Mail Order Nurserymen's Association, held on Monday, January 12, at the Hotel La Salle, Chicago, to give the nurserymen a thorough briefing on activities of the national association with regard to the postal rate increases soon to come into effect and the problem of advertising and packing standards.

[Full information on post office rate increases and packing standards, as referred to by Dr. White at the N. M. O. N. A. meeting, will be found on pages 28 and 29 of this issue.]

Standards for nursery stock advertising copy which were approved by the A. A. N. board of directors and board of governors as well as by the mail-order group have been distributed by various means to a great many of the leading newspapers and advertising agencies of the country. The A. A. N. plans further distribution to a list of 1,700 newspapers and about 300 radio stations.

After Dr. White's thorough coverage President Vaughan Woodard called on Kimball D. Andrews, Andrews Nursery Co., Faribault, Minn., program chairman, who outlined the proposed program for the mail-order group's summer meeting, to be held August 3 and 4. Mr. Andrews' proposals were approved by the membership, and he mentioned that he had several promotional ideas, which were designed to draw a large attendance, to put into effect before the summer meeting.

A proposal to raise the amount of compensation paid to the secretary-treasurer from \$40 to \$250 a year was approved, and Robert Bauge, who holds the position during the current term, expressed his appreciation of the move.

Howard Scarff, W. N. Scarff's Sons, New Carlisle, O., president of the group during 1951-1952, called Harold J. Timmons to the front and presented him with a gold Longines wrist watch as an expression of the association's gratitude for his services as secretary-treasurer for almost two entire terms.

No new business was brought to the floor, so the meeting was adjourned.

THE California Seed Association will hold its spring meeting at San Francisco, March 4 and 5, at the Hotel St. Francis.



## 20 MILLION TREES A YEAR

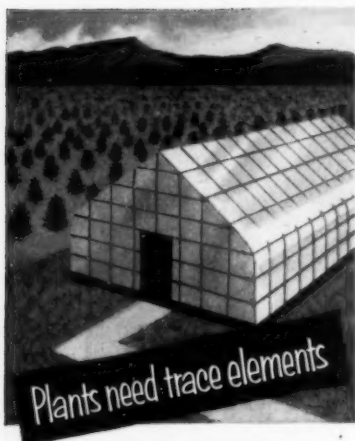
|                                                                                                                       | Per<br>100 | Per<br>1000 |                                 | Per<br>100 | Per<br>1000 |
|-----------------------------------------------------------------------------------------------------------------------|------------|-------------|---------------------------------|------------|-------------|
| <b>SCOTCH PINE (Riga)</b>                                                                                             |            |             | <b>BLACK HILLS SPRUCE</b>       |            |             |
| 2-yr., S., 2 to 4 ins...                                                                                              | \$ 3.00    | \$15.00     | 2-yr., S., 2 to 5 ins...        | \$ 4.00    | \$ 20.00    |
|                                                                                                                       |            |             | 3-yr., S., 5 to 10 ins...       | 12.00      | 60.00       |
| <b>SPECIAL SCOTCH PINE</b>                                                                                            |            |             | <b>COLORADO BLUE SPRUCE</b>     |            |             |
| Grown from seeds of our own collection. Parent trees exceptionally healthy, straight stems, holding good green color. |            |             | (From hand-picked seeds)        |            |             |
| 2-yr., S., 3 to 6 ins...                                                                                              | 5.00       | 25.00       | 2-yr., S., 2 to 4 ins...        | 5.00       | 25.00       |
| 2-yr., S., 4 to 8 ins...                                                                                              | 7.00       | 35.00       | 2-yr., S., 3 to 6 ins...        | 7.00       | 35.00       |
| 3-yr., S., 5 to 10 ins...                                                                                             | 9.00       | 45.00       | 3-yr., S., 5 to 10 ins...       | 11.00      | 55.00       |
| <b>AUSTRIAN PINE</b>                                                                                                  |            |             | <b>NORWAY SPRUCE</b>            |            |             |
| 2-yr., S., 3 to 7 ins...                                                                                              | 7.00       | 35.00       | 2-yr., S., 3 to 5 ins...        | 4.00       | 20.00       |
| 3-yr., S., 8 to 16 ins...                                                                                             | 11.00      | 55.00       | 2-yr., S., 5 to 10 ins...       | 7.00       | 35.00       |
| <b>AMERICAN RED PINE</b>                                                                                              |            |             | 3-yr., S., 10 to 18 ins...      | 12.00      | 60.00       |
| 2-yr., S., 3 to 5 ins...                                                                                              | 6.00       | 30.00       | Fast-growing—note size          |            |             |
| 3-yr., S., 6 to 12 ins...                                                                                             | 11.00      | 55.00       | 4-yr., T., 8 to 12 ins...       | 16.00      | 80.00       |
| <b>WHITE PINE</b>                                                                                                     |            |             | Mostly grafting size            |            |             |
| 2-yr., S., 2 to 6 ins...                                                                                              | 4.00       | 20.00       | <b>SERBIAN SPRUCE</b>           |            |             |
| 3-yr., S., 5 to 10 ins...                                                                                             | 7.00       | 35.00       | (Picea Omorika)                 |            |             |
| <b>MUGHO PINE</b>                                                                                                     |            |             | 3-yr., S., 7 to 12 ins...       | 13.00      | 65.00       |
| 2-yr., S., 2 to 3 ins...                                                                                              | 5.00       | 25.00       | <b>CANADIAN HEMLOCK</b>         |            |             |
| 3-yr., S., 4 to 7 ins...                                                                                              | 8.00       | 40.00       | 2-yr., S., 2 to 5 ins...        | 7.00       | 35.00       |
| <b>BANKS PINE</b>                                                                                                     |            |             | 3-yr., S., 8 to 14 ins...       | 17.00      | 85.00       |
| 3-yr., S., 12 to 18 ins...                                                                                            | 5.00       | 25.00       | <b>AMERICAN ARBORVITAE</b>      |            |             |
| <b>DOUGLAS FIR</b>                                                                                                    |            |             | 2-yr., S., 2 to 5 ins...        | 5.00       | 25.00       |
| 2-yr., S., 4 to 8 ins...                                                                                              | 6.00       | 30.00       | 4-yr., S., 6 to 12 ins...       | 10.00      | 50.00       |
| 3-yr., S., 6 to 12 ins...                                                                                             | 9.00       | 45.00       | <b>CEDRUS ATLANTICA GLAUCOA</b> |            |             |
| <b>CONCOLOR FIR</b>                                                                                                   |            |             | 2-yr., S., 6 to 12 ins...       | 17.00      |             |
| 2-yr., S., 3 to 6 ins...                                                                                              | 11.00      | 55.00       | <b>JUNIPERUS VIRGINIANA</b>     |            |             |
| 3-yr., S., 5 to 10 ins...                                                                                             | 15.00      | 75.00       | 2-yr., S., 6 to 12 ins...       | 6.00       | 30.00       |
| <b>FRASER FIR</b>                                                                                                     |            |             | 4-yr., S., 12 to 20 ins...      | 8.00       | 40.00       |
| 3-yr., S., 4 to 8 ins...                                                                                              | 14.00      | 70.00       | <b>JAPANESE LARCH</b>           |            |             |
| <b>BALSAM FIR</b>                                                                                                     |            |             | 2-yr., S., 8 to 16 ins...       | 5.00       | 25.00       |
| 3-yr., S., 3 to 6 ins...                                                                                              | 7.00       | 35.00       | 3-yr., S., 36 to 48 ins...      | 8.00       | 40.00       |
| <b>WHITE SPRUCE</b>                                                                                                   |            |             | <b>NORWAY MAPLE</b>             |            |             |
| 2-yr., S., 4 to 8 ins...                                                                                              | 6.00       | 30.00       | 1-yr., S., 5 to 9 ins...        | 12.00      | 60.00       |
| 3-yr., S., 8 to 16 ins...                                                                                             | 10.00      | 50.00       | 2-yr., S., 10 to 24 ins...      | 20.00      | 100.00      |
|                                                                                                                       |            |             | <b>WHITE DOGWOOD</b>            |            |             |
|                                                                                                                       |            |             | 1-yr., S., 5 to 10 ins...       | 9.00       | 45.00       |
|                                                                                                                       |            |             | <b>BOX ELDER (Acer Negundo)</b> |            |             |
|                                                                                                                       |            |             | 1-yr., S., 6 to 9 ins...        | 3.00       | 15.00       |

Write for complete Catalog.

All Stock grown from select seeds.  
CAREFUL GRADING AND PACKING.

Box 80

**MUSSER FORESTS, Inc.** INDIANA, PENNA.



# F.T.E.\*

## SAVES TIME

## STAYS AVAILABLE

### From planting to harvest

Nurserymen and other commercial growers can now make one application of essential trace elements last all season long. Ferro's new FTE (Fritted Trace Elements) is trace elements with a new, important quality . . . *slow-solubility*. Once applied, it remains in the soil for long periods as a source of nutritious mineral elements. And FTE is *nontoxic*.

Make sure your crops receive the benefit of this new development in agricultural science. FTE is now available for direct soil application in 1-lb. canisters or in 5-lb. and 50-lb. bags, through *E. I. du Pont de Nemours & Co., Inc.*, garden product distributors. It can be applied separately or mixed with commercial fertilizers. Or you may buy commercial fertilizers with FTE already added. Look for "FTE" on the bag or label.

Additional information on FTE and what it can do to help you get healthier plants . . . greater yields, is contained in a new Ferro Bulletin. Write Ferro Corporation, Cleveland 5, Ohio. In Canada, write Ferro Enamels (Canada) Ltd., Oakville, Ontario.

Write for New Bulletin



## Connecticut Meets

E. John Brouwer, of Brouwer's Nursery, New London, was elected president of Connecticut Nurserymen's Association at the 46th annual meeting, held at Waverly Inn, Cheshire, January 6. Robert McNeil, of McNeil's Plantland, Cromwell, was elected vice-president and Arthur C. Bird, Sr., Bristol Nurseries, Bristol, was re-elected secretary-treasurer for his 11th consecutive term.

A record attendance of 138 members and guests helped to make the meeting a success.

The highlight of the meeting was the awarding of prizes to 4-H members, winners of a home and community beautification contest. This contest has been sponsored for the past three years by the Connecticut association in cooperation with the state 4-H director, Owen Trask. One hundred dollars is awarded each year to six or seven winners.

During the morning business session the report of the college relations committee was read and accepted.

Among the many items of business discussed during the day were the scholarship fund to the University of Connecticut and a shade tree list.

The scholarship, given each year to the most outstanding and deserving student in the Ratcliffe Hicks School of Agriculture, was raised from \$100 to \$200.

The Connecticut agricultural extension service, the State Tree Wardens Association and the Connecticut Nurserymen's Association held a joint committee meeting to draw up a list of trees suitable for street and home-grounds planting as replacements for elm trees. The list of trees is to be studied further before publishing.

A. C. Bird, Sec'y.

## COMPARE FREIGHT RATE

Freight rates on United States railroads have increased 78.9 per cent since 1938, according to a study by the bureau of transport economics and statistics of the Interstate Commerce Commission.

If nurserymen think this increase stupendous they may be relieved by the study's comparison with the socialized railroads of Great Britain. In the same period the British rates have risen 130 per cent. After the cited increase, the American roads now get 1.336 cents revenue per ton mile, a rise of 36 per cent over 1938, while in Great Britain the rails get 2.39 cents a ton mile, or 90 per cent more than in 1938.

## LINING-OUT STOCK

Heavy-rooted cuttings  
Well-established potted  
and bed-grown liners.

See our classified ad  
under Evergreens or write  
for list.

## LEHIGH VALLEY NURSERIES, Inc.

1745 Linden St.  
BETHLEHEM, PA.

## SPECIALS

Red Barberry, 3-yr. S.  
Rosa Multiflora Japonica  
Euonymus Radicans Vegetus  
Flowering Shrubs in variety  
Lombardy Poplar  
Babylon Willow  
Taxus in variety  
Fruit Trees

Trade list upon request.

BROWN BROS. CO.  
EAST ROCHESTER, N. Y.



## SPRING TRADE LIST READY

showing quantities available

## FAIRVIEW EVERGREEN NURSERIES

Fairview, Erie Co., Pa.

## EVERGREENS

Banks Pine, transplants, 4-yr., 2-2, 18 to 26 ins., \$10.00 per 100; \$70.00 per 1000.  
Scotch Pine, seedlings, 3-yr., 12 to 15 ins., 100% branched, \$10.00 per 100; \$70.00 per 1000.

Cash with order. Shipped express collect.

R. D. 1 STRICK & ALLYN CO.  
ELMIRA, N. Y.

## GROWERS EVERGREEN TREE LINING-OUT STOCK

For Spring 1953

SUNCREST EVERGREEN NURSERIES  
P. O. Box 594 Johnstown, Pa.

## OBITUARY

### Henry Matheson Eddie

Henry Matheson Eddie, president of H. M. Eddie & Sons, Ltd., Chilliwack and Vancouver, B. C., died at Honolulu, T.H., January 11. He was 72 years old. At the time of his death, Mr. Eddie was en route to Australia to visit three of his sisters whom he had not seen for a number of years.

Mr. Eddie began his career in horticulture in Scotland, and shortly after his arrival in British Columbia in 1910 he engaged in fruit farming, later branching out into the nursery business. He formed his own company in 1924. His main interest in horticulture was in the creation of new and better plants, and during his career he introduced a considerable number of his own originations in roses, fruits and ornamentals.

He is survived by his widow, of Vancouver; two sons; one daughter; one brother; four sisters, and six grandchildren.

### Charles Edward Ernst

Charles Edward Ernst, 81, of Eaton, O., died January 5, after an illness of two weeks.

Upon the death of his brother, Mr. Ernst conducted and developed a mail-order business at Moscow, O. In 1913, after a disastrous flood, he moved the nursery and equipment to Eaton, O. He was active in the general nursery and mail-order business until his retirement in 1937.

He was past president of the Ohio Nurserymen's Association and was active in national nurserymen's activities.

He is survived by his widow, two brothers and one sister.

### Jake Fife

Jake Fife, owner of the Winfield Nurseries, Winfield, Kan., died January 2. He was 60 years old. Mr. Fife was the son-in-law of Tom Rogers, who for many years owned and operated the Winfield Nurseries before turning over his interest in the firm to Mr. Fife in 1945.

Mr. Fife is survived by two sons, one of whom, Irl, was associated with him in the business. Irl plans to continue the business.

PLANTS and shrubs in large numbers have been offered to the United Nations for its permanent headquarters at New York city as a gift from the American Association of Nurserymen.

# PENNSYLVANIA EVERGREEN SEEDLINGS

grown at high altitude, in the heart of the  
ORIGINAL PENNSYLVANIA PINE FORESTS

## Pine Seedlings

|                                                    | Per 100 | Per 1000 |
|----------------------------------------------------|---------|----------|
| Scotch Pine (Riga), 3-0, 8 to 12 ins.              | \$ 5.00 | \$30.00  |
| 2-0, 2 to 4 ins.                                   | 2.50    | 15.00    |
| 2-0, 4 to 6 ins.                                   | 3.50    | 25.00    |
| American Red Pine, 2-0, 2 to 4 ins.                | 3.00    | 18.00    |
| 3-0, 4 to 6 ins.                                   | 4.00    | 25.00    |
| 3-0, 6 to 9 ins.                                   | 5.00    | 30.00    |
| 4-0, 10 to 18 ins.                                 | 6.00    | 40.00    |
| Banks Pine, 2-0, 5 to 10 ins.                      | 2.50    | 15.00    |
| Japanese Red Pine, 3-0, 8 to 16 ins.               | 4.00    | 25.00    |
| Austrian Pine, 2-0, 3 to 6 ins.                    | 4.00    | 30.00    |
| Ponderosa Pine, 3-0, 8 to 14 ins.                  | 5.00    | 30.00    |
| White Pine, 2-0, 3 to 5 ins.                       | 3.50    | 20.00    |
| White Pine, 3-0, 5 to 10 ins.                      | 4.50    | 30.00    |
| Mugho Pine (True Dwarf Tyrolean), 2-0, 2 to 4 ins. | 4.00    | 25.00    |

## Spruce Seedlings

|                                        |      |       |
|----------------------------------------|------|-------|
| Norway Spruce, 2-0, 3 to 5 ins.        | 3.00 | 18.00 |
| 2-0, 5 to 8 ins.                       | 4.00 | 25.00 |
| 3-0, 6 to 10 ins.                      | 5.00 | 30.00 |
| 4-0, 10 to 16 ins.                     | 6.00 | 50.00 |
| Colorado Blue Spruce, 2-0, 2 to 4 ins. | 3.50 | 25.00 |
| Colorado Blue Spruce, 3-0, 4 to 6 ins. | 4.50 | 35.00 |
| Black Spruce, 2-0, 3 to 5 ins.         | 3.00 | 20.00 |
| Black Spruce, 2-0, 5 to 8 ins.         | 4.00 | 30.00 |
| White Spruce, 2-0, 2 to 4 ins.         | 3.50 | 18.00 |
| White Spruce, 2-0, 4 to 8 ins.         | 4.50 | 30.00 |
| Engelmann Spruce, 2-0, 3 to 6 ins.     | 4.00 | 30.00 |
| Engelmann Spruce, 3-0, 6 to 10 ins.    | 5.00 | 40.00 |

## Fir Seedlings

|                               |      |       |
|-------------------------------|------|-------|
| Douglas Fir, 2-0, 3 to 5 ins. | 3.50 | 25.00 |
|-------------------------------|------|-------|

## Larch Seedlings

|                                    |      |       |
|------------------------------------|------|-------|
| Japanese Larch, 2-0, 5 to 10 ins.  | 3.00 | 25.00 |
| Japanese Larch, 3-0, 14 to 30 ins. | 5.00 | 35.00 |
| European Larch, 2-0, 4 to 8 ins.   | 3.00 | 25.00 |

## Hemlock Seedlings

|                                      |      |       |
|--------------------------------------|------|-------|
| Hemlock (Canadian), 2-0, 3 to 6 ins. | 4.50 | 35.00 |
|--------------------------------------|------|-------|

## Blight-Resistant Chestnut

|                                                    |       |      |
|----------------------------------------------------|-------|------|
| Chestnut, 1-0, 10 to 16 ins. (30c each in 10 Lots) | 25.00 | .... |
|----------------------------------------------------|-------|------|

## Arborvitae

|                                                 |      |       |
|-------------------------------------------------|------|-------|
| American Pyramidal Arborvitae, 2-0, 2 to 4 ins. | 3.00 | 20.00 |
|-------------------------------------------------|------|-------|

Transplant listing will be sent on request.

We have for this season Riga strain Scotch Pine seedlings, the best strain known for select and fastest-growing CHRISTMAS TREES.

It Pays to Plant the Best

Excellent Root Systems; Hardy. ORDER NOW!

Why not make a planting of Scotch this season? It will pay you large dividends.

All stock offered subject to prior sale; all seedlings or transplants subject to 5 per cent discount on 25,000 or more.

# SCHROTH'S NURSERY

INDIANA, PA.

— SEEDLINGS OF QUALITY —



## Idaho Holds Largest Meeting

By David C. Petrie

The Idaho Association of Nurserymen, under the presidency of John Dominick, met in the Ranch room of the Hotel Boise, Boise, Ida., in the afternoon of January 6, with an attendance between 35 and 40, the largest in the group's history.

In the election of officers, Peter Hamon, King Brown Gardens, Caldwell, was elected president; Kenneth Briggs, Briggs Nursery, Pocatello, vice-president, and David C. Petrie, Petrie Landscape Nurseries, Boise, was re-elected secretary-treasurer.

The meeting began with a discussion by N. F. Rea, of Getzum Products, Sumner Wash., on "How to Get and Keep Customers." Mr. Rea took his assignment seriously and really made a discussion of it. He obtained David Dickover, principal architect for the Boise-Payette Lumber Co., to go over the things that might be done to insure better cooperation between the architect's office and the landscape architect or landscape nurseryman. He thought he could finish it all in 10 minutes or so but found that, with the interrogation from the floor and from Mr. Rea, who by that time had become moderator of a panel including everyone, he was held for an hour or more.

Among the first suggestions for securing customers was that of cooperative advertising. Among the Idaho nurseries it has never been done. The local florists have done it at times for years. Speaking for them, Sid Nelson said it worked as long as it was pushed. Jesse Porter voiced a similar opinion for the Salt Lake City, Utah, area.

### Cooperative Catalog

Next on the docket was the question of the cooperative catalog. While it has its advantages from the standpoint of cost per copy it has many drawbacks as well. Horticultural material varies greatly within a few miles in the Great Basin area because of the large difference in elevation, soil conditions and annual temperatures. Each area is a problem in itself, and Dr. Sargent, of the Arnold Arboretum, once said that it took 75 years to determine the hardiness of a species. Prices naturally vary with different areas and a group catalog submerges the individuality of each organization that takes part in its distribution.

Next topic for discussion was the

relative value of radio and newspaper advertising as compared with that of a catalog. The consensus was that direct advertising was of relatively little importance unless it was placed at the moment when the urge to plant was present. Catalog advertising, however, came earlier and was perhaps in large part responsible for radio or newspaper advertising's bringing in the bacon.

At this point Dave Dickover was introduced. He announced that he knew not a single thing about plants, flowers or anything else. He did admit that he knew when a landscape development fitted the house to which it was attached. As far as he was concerned he thought that both the architect and the owner were falling down in not inducing the landscape architect to sit in on the planning of the house.

The landscape business, he said,

was passing up some sales by failing to do this. Nine times out of 10, when the contractor and everyone else gets through there is not much money left for the landscape. When the house is in the planning stage is the time to begin the grounds development. At that time money can be set up for the exterior decoration and it will be available when the building has progressed that far.

People come to Mr. Dickover with planting plans that have been prepared and ask whether this material will or will not add to the appearance of their new home. He invariably says he does not know as he does not know plant material. He urged the preparation of an elevation showing just what the proposed material will do for the finished structure.

### Improving the Azalea

The next item on the program was on the azalea and what it needs in the way of improvement. Dr. E. J. Kraus, emeritus professor of botany at the University of Chicago, handled this. Dr. Kraus is now living

## GET TO KNOW LEGHORN'S FOR YOUR BETTER EVERGREENS

If you are interested in Top-Quality Yews for your better landscape jobs, we can furnish some beautiful heavy **Taxus Capitata** in sizes 3½ to 4 ft. to 5½ to 6 ft. Heavy, full plants, several times transplanted. Call at the nursery and inspect this stock. You are always welcome.

### LEGHORN'S EVERGREEN NURSERIES

Geer St., Cromwell, Conn.  
Telephone Middletown 7-0944

### TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

**VERKADE'S NURSERIES**

**NEW LONDON, CONN.**

### PACHYSANDRA

The ideal permanent evergreen ground cover plant for shady and semishaded areas in all climates. Strong, well-rooted, 1-yr. plants: **\$3.75** per 100; **\$35.00** per 1000; **\$32.50** per 1000 for 5000 or more in one shipment. Available for prompt shipment—late March through November. Order now for your spring requirements.

**PEEKSKILL NURSERY**

**SHRUB OAK, N. Y.**



at Corvallis, Ore., where he has in progress a program of large scope in the breeding of azaleas and chrysanthemums.

He showed a large number of slides of the different forms of azaleas that he is using in this work. Two of his principal species are *mollis* and *occidentale*. *Occidentale* is practically self-sterile while when crossed with *mollis* it sets seeds in quantity. *Occidentale* itself is a native Oregonian and is white in color. It does, however, sport slightly and he showed a picture of a delightful pink form that was picked up along the roadside in southern Oregon. These forms are also being crossed with many other species and varieties both deciduous and evergreen and he hopes to make azalea culture so promising that the public will be still more desirous of having the plants.

In the business meeting of the association a legislative committee of David Petrie, Peter Hamon and Sid Nelson was appointed to see what could be done with the 40-year-old but unused legislation which specifically states that all nursery stock shall be assessed for tax purposes.

#### Utah-Idaho Chapter Meets

There was a dinner meeting of the Utah-Idaho chapter 38, American Association of Nurserymen, held on the evening of January 6 in the Studio room of the Hotel Boise, with an attendance of about 30. The Utah-Idaho area is large, covering close to 400 miles from east to west and probably twice that from north to south. All the Idaho members were present with the exception of one, who was out of the state. Utah was represented by Jesse Porter, Bill Neff, Joe Quist and Douglas Walton.

After dinner, Mr. Porter, who is the chapter's member of the board of governors, gave a complete report on the 1952 Detroit convention. David Petrie reported on what the A. A. N. had done for the nurserymen, whether members of the association or not, during the past year. A film from Monsanto Chemical Co., on Kriilium, was shown and highly appreciated.

The following officers were elected for the ensuing year: David Petrie, Boise, Ida., president; Douglas Walton, Salt Lake City, Utah, vice-president; Warren Carmex, Fruitland, Ida., secretary. Jesse Porter still has another year on the board of governors and, as alternate, Sidney Nelson, of Boise, was elected to take the place of J. Frank Quist, deceased.

## LINING-OUT STOCK

### POTTED AND FIELD

|                                       | Per 100  | Per 1000 |
|---------------------------------------|----------|----------|
| <b>Taxus Adams</b>                    | \$ 16.00 | \$150.00 |
| 1-yr., pots, 4 to 6 ins.              |          |          |
| 2-yr., pots, 8 to 12 ins.             | 22.50    | 200.00   |
| <b>Taxus Andersoni</b>                |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 2-yr., pots, 6 to 8 ins.              | 22.50    | 200.00   |
| 3-yr., TT, fld., 6 to 8 ins.          | 30.00    | 275.00   |
| 4-yr., TT, fld., 8 to 12 ins.         | 45.00    | 400.00   |
| 5-yr., TT, fld., 12 to 15 ins.        | 100.00   | 800.00   |
| <b>Taxus Browni</b>                   |          |          |
| 1-yr., pots, 4 to 6 ins.              | 18.00    | 160.00   |
| 2-yr., pots, 6 to 8 ins.              | 22.50    | 200.00   |
| <b>Taxus Capitata</b> (cutting-grown) |          |          |
| 1-yr., pots, 4 to 6 ins.              | 18.00    | 160.00   |
| <b>Taxus Cuspidata</b>                |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 2-yr., pots, 6 to 10 ins.             | 22.50    | 200.00   |
| 3-yr., TT, fld., 6 to 8 ins.          | 30.00    | 275.00   |
| <b>Taxus Hatfieldi</b>                |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 2-yr., pots, 6 to 8 ins.              | 22.50    | 200.00   |
| <b>Taxus Hatfieldi, No. 18</b>        |          |          |
| 1-yr., pots, 4 to 6 ins.              | 20.00    | 180.00   |
| 2-yr., pots, 6 to 8 ins.              | 25.00    | 225.00   |
| <b>Taxus Hicksi</b>                   |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 3-yr., TT, fld., 6 to 12 ins.         | 27.50    | 250.00   |
| 4-yr., TT, fld., 8 to 12 ins.         | 45.00    | 400.00   |
| 5-yr., TT, fld., 12 to 18 ins.        | 100.00   | 800.00   |
| <b>Taxus Hunnewelliana</b>            |          |          |
| 1-yr., pots, 4 to 6 ins.              | 20.00    | 180.00   |
| <b>Taxus Intermedia</b>               |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 2-yr., pots, 4 to 8 ins.              | 22.50    | 200.00   |
| 3-yr., TT, fld., 6 to 8 ins.          | 30.00    | 275.00   |
| <b>Taxus Mooni</b>                    |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 4-yr., TT, fld., 8 to 12 ins.         | 45.00    | 400.00   |
| <b>Taxus Thayerae</b>                 |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 2-yr., pots, 6 to 8 ins.              | 22.50    | 200.00   |
| <b>Taxus Vermuelen</b>                |          |          |
| 2-yr., pots, 5 to 8 ins.              | 22.50    | 200.00   |
| <b>Juniperus Andorra Compacta</b>     |          |          |
| 1-yr., pots, 4 to 6 ins.              | 18.00    | 160.00   |
| 2-yr., TT, fld., 6 to 8 ins.          | 27.50    | 250.00   |
| <b>Juniperus Glauca Hetzi</b>         |          |          |
| 1-yr., pots, 6 to 8 ins.              | 20.00    | 180.00   |
| 2-yr., TT, fld., 8 to 12 ins.         | 30.00    | 275.00   |
| <b>Juniper, Irish Fastigiata</b>      |          |          |
| 1-yr., pots, 4 to 6 ins.              | 20.00    | 180.00   |
| <b>Thuja, American</b>                |          |          |
| 3-yr., pots, 6 to 12 ins.             | 22.50    | 200.00   |
| <b>Thuja Elegantissima</b>            |          |          |
| 1-yr., pots, 4 to 6 ins.              | 18.00    | 160.00   |
| <b>Thuja Hetzi Winer Green</b>        |          |          |
| 2-yr., TT, fld., 6 to 8 ins.          | 30.00    | 275.00   |
| <b>Thuja Pyramidalis</b>              |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| 2-yr., TT, fld., 6 to 8 ins.          | 27.50    | 250.00   |
| 3-yr., TT, fld., 12 to 18 ins.        | 40.00    | 350.00   |
| <b>Thuja, Siberian</b>                |          |          |
| 1-yr., pots, 4 to 6 ins.              | 16.00    | 150.00   |
| <b>Ilex Glabra</b>                    |          |          |
| 1-yr., 3-in. pots                     | 22.50    | 200.00   |
| <b>Ilex Rotundifolia</b>              |          |          |
| 1-yr., pots, 6 to 8 ins.              | 22.50    | 200.00   |
| 2-yr., TT, fld., 6 to 8 ins.          | 30.00    | 275.00   |

## HEASLEY'S NURSERIES

Freeport Road

BUTLER, PA.

## LINING-OUT STOCK

### Two-year grafts in:

- Lilacs in choice varieties (true to name)
- Purple Beech, Rivers
- Red Japanese Maple (sold out)
- Wistaria Chinensis (blue)
- Wistaria Rosea (pink)

### One-year grafts in:

- Cotoneaster Multiflora (true)
- Koster Blue Spruce (sold out)
- Lilacs in choice varieties (true to name)
- Viburnum Carlesi

### Two-year transplants in:

- Cotoneaster Divaricata
- Euonymus Vegetus (sold out)
- Ilex Convexa (cuttings)
- Taxus Brevifolia
- Taxus Cuspidata (spreading) (sold out)
- Taxus Hatfieldi

### One-year transplants in:

- Forsythia Spring Glory (new)
- Juniperus Glauca Hetzi
- Magnolia Soulangeana (grown from cuttings)
- Regel's Privet (genuine) (sold out)

## SALABLE STOCK

DDT-treated to be shipped outside Beetle Area.

**Taxus Cuspidata** (spreading)  
18 to 24 ins.

**Taxus Hatfieldi**  
18 to 24 ins.

Ask for complete list on LINERS and FINISHED STOCK. Your inspection is cordially invited at any time.

## C. HOOGENDOORN

Turner Rd. NEWPORT, R. I.

## POST OFFICE RAISES RATES SETS PACKING STANDARDS

Effective April 1, 1953, an extra postage charge of 20 cents will be collected on parcels shipped by fourth-class mail which must be handled and transported outside of mail sacks because of their weight, size, form or the nature of their contents.

This charge is in addition to the postage chargeable at the regular zone rates, and to any other charge, such as C. O. D., special handling, special delivery or insurance. The surcharge does not apply to (1) parcels mailed for local delivery; (2) catalogs; (3) books; (4) air parcel post, and (5) parcels forwarded or returned to the sender.

The surcharge does apply to (1) parcels exceeding 32 inches in length or 52 inches in girth or 84 inches in length and girth combined; (2) parcels weighing over 35 pounds; (3) wooden or metal cans or boxes weighing over 10 pounds; (4) small, exceptionally heavy parcels weighing over 15 pounds, such as hardware, nuts, bolts, etc., with weight in excess of 60 pounds per cubic foot; (5) perishables, such as baby chicks, cut flowers, soft fruits or berries, and (6) matter which is not wrapped or boxed.

These charges, it will be observed, are considerably less than those authorized by the interstate commerce commission in its order of October, 1951. At that time, authorization was granted to the Post Office Department to levy surcharges of 25 cents per parcel up to 50 pounds in weight and 50 cents per parcel on packages over 50 pounds in weight.

In another action, the Post Office Department has published in the postal bulletin of December 9, 1952, in the Federal Register of December 30, 1952, regulations governing the packaging of bare-root nursery stock. These regulations adopt, in large part, the packaging standards previously adopted by the American Association of Nurserymen and the National Mail Order Nurserymen's Association.

For the benefit of all persons in the trade, these standards are reproduced here:

Section 35.21a. Bare-root nursery stock.

(a). The roots of bare-root nursery stock consisting of, but not limited to, the following: Trees, shrubs, vines and ground covers, berry plants, perennials, roses, evergreens, must be packed in a wettable, moisture-retaining material. Sphagnum moss is probably the most satisfactory material, but shingle tow (fine shavings from shingles cut across the grain), peat moss and other like material

## ILEX CRENATA CONVEXA (Ilex Bullata)

Owing to our unusual success in propagating this desirable item, we offer it at a very low price. Over 150,000 in stock. It is a very choice, very hardy, low-growing evergreen with shiny, dark green, convex, boxwood-like leaves. Grows fast into money, up to 2 feet, and there slows down. Ultimate size 3 feet high and 4 feet wide. Easier to grow than Yews and can be used in sun or shade. Sells on sight. Grows very dense and contrasts well with other evergreens. Makes the perfect, low hedge.

Each  
6 to 8 ins., 2-yr., T. .... \$0.15  
8 to 10 ins., 2-yr., T. .... .20

## Pieris Japonica

Each  
4 to 6 ins., T. .... \$0.15  
6 to 8 ins., T. .... .20

SEND FOR LIST OF UNUSUAL PLANTS

## ALANWOLD NURSERY

NESHAMINY, Bucks Co., PA.



## PRINCETON NURSERIES

A very complete line of Quality Ornamental Stock.

Come to see us.

Send us your Want List

Write for catalog.

## PRINCETON NURSERIES

Ph. Princeton 1776 PRINCETON, N. J.

## KOSTER NURSERY

Division of Seabrook Farms

Wholesale Nurserymen

BRIDGETON, N. J.

\*\*\*\*\*

Specializing in the propagation of grafted lining-out stock of all kinds. Write for our new list of lining-out stock.

## EVERGREENS

300 acres of choice Evergreens ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.

ROCKY HILL, CONN.

## SHEPARD NURSERIES

Growers and Distributors of ORNAMENTAL NURSERY STOCK

Truckloads only, no boxing.

60 acres growing. Skaneateles, N. Y.

may be used as a mixture or alone. This packing material must be wet enough and of sufficient bulk at shipping point to maintain a moist condition about the roots throughout the period the shipment is in transit.

(b). The wettable packing material and the roots or butts of the plants must be wrapped or boxed in a waterproof material heavy enough to withstand safe transmission in the mails without leakage or loss of packing material. The term "waterproof material" means a tar-centered paper or kraft paper waxed on one side or a kraft paper with a waxed or tarred paper liner or plastic wrap. If a box is used, it must have a waxed or similar lining to prevent leakage or loss of contents and to insure retaining a moisture content for the roots of the plants without weakening the box.

(c). The tops of all bundles must be wrapped with a covering of paper, straw or similar material to protect the plant from injury and drying out, and, if the plant has thorns or other pointed projections, the wrapper shall be puncture-proof to avoid injury to postal employees handling such bundles.

(d). All bundles, boxes or similar containers must be either tied, stapled, sealed with tape or a glue or tar in such a manner as to prevent loss or exposure of contents in transit.

(e). Mailings must be confined to offices which the stock may reasonably be expected to reach in good condition and with the roots in a moist condition. These mailings should be made at such times as will avoid week-end delay in delivery at destination. This matter is not classed as perishable under the definition of perishable matter given in section 35.19 and must not be labeled perishable.

### LORAIN COUNTY MEETING

The third annual dinner meeting of the Lorain County (Ohio) Nurserymen's Association, held at the Spring Valley Country Club, Elyria, O., January 12, was attended by 33 members, wives and guests. Present among the guests were Joseph L. Strickfaden, Sandusky, vice-president of the Ohio Nurserymen's Association; Carl C. Deeds, county agent of Lorain county, and others from Medina, Elyria and Westlake.

Richard Ross, of Wakeman, who recently returned from Korea, where he was engaged in training South Koreans for combat service, showed color slides of South Korean farms, villages and marketplaces, and told of the simplicity and ruggedness of rural life.

New officers of the association for 1953 are George F. Gens, Elyria, president; Lawrence Homer, Avon, vice-president, and Laddie J. Mitiska, Amherst, secretary-treasurer.

L. J. Mitiska, Sec'y.

CARLTON NURSERY CO., Forest Grove, Ore., was recently enlarged, with facilities for a retail garden center and a concrete storage and mail-order building added.

# JEWELL

Grade counts are not finished. But we have the following list of stock ready for spring delivery at prices quoted.

## ORNAMENTAL TREES

|                                       | 10      | 100      |
|---------------------------------------|---------|----------|
| 400 Hopa Crab, 3 to 4 ft.             | \$ 7.00 | \$ 65.00 |
| 360 Prunus Newport, 3 to 4 ft.        | 7.00    | 65.00    |
| 300 Prunus Thundercloud, 2 to 3 ft.   | 6.50    | 60.00    |
| 300 Prunus Thundercloud, 3 to 4 ft.   | 8.00    | 75.00    |
| 350 Prunus Tomentosa, 18 to 24 ins.   | 3.50    | 30.00    |
| 270 Prunus Triloba, 18 to 24 ins.     | 5.50    | 50.00    |
| 250 European Birch Clumps, 3 to 4 ft. | 12.50   | 110.00   |
| 500 Canoe Birch, 6 to 8 ft.           | 14.00   | 125.00   |
| 450 Cutleaf Birch, 6 to 8 ft.         | 30.00   | 275.00   |
| 500 Chinese Elm, 6 to 8 ft.           | 9.00    | 85.00    |
| 700 European Mountain Ash, 5 to 6 ft. | 12.50   | 110.00   |
| 900 European Mountain Ash, 6 to 8 ft. | 19.00   | 170.00   |
| 800 Lombardy Poplar, 5 to 6 ft.       | 2.80    | 25.00    |
| 900 6 to 8 ft.                        | 4.00    | 35.00    |
| 350 8 to 10 ft.                       | 6.00    | 50.00    |
| 1000 10 to 12 ft.                     | 7.00    | 60.00    |
| 600 Niobe Willow, 4 to 5 ft.          | 4.50    | 40.00    |
| 340 Niobe Willow, 5 to 6 ft.          | 7.50    | 65.00    |
| 200 Wisconsin Willow, 5 to 6 ft.      | 7.50    | 65.00    |
| 250 Wisconsin Willow, 6 to 8 ft.      | 12.00   | 100.00   |

## ORNAMENTAL SHRUBS

|                                             |      |       |
|---------------------------------------------|------|-------|
| 750 Pink Almond, O. R., 18 to 24 ins.       | 4.50 | 40.00 |
| 600 Pink Almond, O. R., 2 to 3 ft.          | 5.50 | 50.00 |
| 1000 Green Barberry, 15 to 18 ins.          | 2.50 | 22.00 |
| 1250 Green Barberry, 18 to 24 ins.          | 3.20 | 28.00 |
| 400 Buddleia Ile de France, No. 1           | 3.20 | 28.00 |
| 650 Cornus Alba Sibirica, 2 to 3 ft.        | 4.00 | 35.00 |
| 360 Cornus Alba Sibirica, 3 to 4 ft.        | 4.50 | 40.00 |
| 600 Cornus Elegantissima, 2 to 3 ft.        | 7.50 | 70.00 |
| 900 Cotoneaster Acutifolia, 2 to 3 ft.      | 4.50 | 40.00 |
| 2200 Cotoneaster Acutifolia, 3 to 4 ft.     | 5.50 | 50.00 |
| 800 Forsythia Fortunei, 2 to 3 ft.          | 4.50 | 40.00 |
| 600 Forsythia Fortunei, 3 to 4 ft.          | 5.50 | 50.00 |
| 700 Forsythia Ovata, 2 to 3 ft.             | 5.00 | 45.00 |
| 1100 Forsythia Spectabilis, 2 to 3 ft.      | 4.50 | 40.00 |
| 950 Forsythia Spectabilis, 3 to 4 ft.       | 5.50 | 50.00 |
| 500 Forsythia Suspensa, 2 to 3 ft.          | 5.00 | 45.00 |
| 870 Common Purple Lilac, 2 to 3 ft.         | 4.50 | 40.00 |
| 1700 Persian Purple Lilac, 18 to 24 ins.    | 2.80 | 25.00 |
| 3500 Persian Purple Lilac, 2 to 3 ft.       | 4.00 | 35.00 |
| 250 Persian White Lilac, 2 to 3 ft.         | 4.50 | 40.00 |
| 360 Persian White Lilac, 3 to 4 ft.         | 5.50 | 50.00 |
| 1200 Rothomagensis Lilac, 2 to 3 ft.        | 4.50 | 40.00 |
| 850 Rothomagensis Lilac, 3 to 4 ft.         | 5.50 | 50.00 |
| 1000 Philadelphus Bouquet Blanc, 2 to 3 ft. | 4.50 | 40.00 |
| 240 Philadelphus Bouquet Blanc, 3 to 4 ft.  | 5.50 | 50.00 |
| 500 Philadelphus Virginialis, 2 to 3 ft.    | 6.00 | 55.00 |
| 700 Dwarf Ninebark, 2 to 3 ft.              | 4.00 | 35.00 |
| 900 Lodense Privet, 9 to 12 ins.            | 2.00 | 17.50 |
| 1800 Spiraea Froebeli, 12 to 18 ins.        | 2.40 | 20.00 |
| 600 Weigela Rosea, 3 to 4 ft.               | 5.50 | 50.00 |

We have a wide assortment of stock not yet graded. Write us for quotations on your current needs.

## JEWELL NURSERIES, INC.

Box 457

Lake City, Minn.



# Christmas Tree Growers Meet

By Irvin J. Mathews

Organized only a year ago with 37 members, the Indiana Christmas Tree Growers Association, now swelled to a membership of 102, met on January 6 in the Horticulture building at Purdue University, Lafayette, to summarize and crystallize the lessons that had been learned about planting, trimming and harvesting Christmas trees during the past season and especially to underline some principles of good selling.

The board of directors elected the following officers for the coming year: Irvin J. Mathews, Gary, president; Fay Gaylord, Klondyke, vice-president, and Madeliene Salisbury, Hanna, secretary-treasurer.

Elected by the membership to the board of directors were W. E. McClure, Chesterton; Ralph Wilcox, Noblesville, and Laurent Gredy, Nashville.

## Machine Planting Panel

Carl Gjmere, of Stark county; Carl Carpenter, of Brown county, and Don Goodwin, who had had statewide experience, led the planting discussions. Their experience with machine planters ranged from the light Den Uyl planters, drawn behind any kind of tractor and especially suitable for lands not too rough, to the behemoth planters, built for use on the rough oblique lands of central and southern Indiana or land which must be cleared before planting. The larger machines were commonly drawn by some crawler-type tractor with sufficient gimp. It was pointed out by Don Goodwin that some makes of tractors can be geared to a speed so slow that a single operator can do the actual planting. This can be done by substituting special slow-speed gears for those normally in the tractor. It was pointed out that 2-0 or 2-1 stock works best in the machines as the planting shoe can be lowered into the ground from eight to 12 inches.

A show of hands indicated that a majority of the membership depended upon hand planting, and for these persons, a planting bar made especially for this purpose was demonstrated. Those to whom it was no stranger claimed that with it an industrious man could plant 1,500 trees a day.

Carlyle Leslie, a district forester stationed at Plymouth, who has had considerable experience in the Christmas tree industry, staged the

pruning and trimming demonstration, assisted by several volunteers.

"With no variety, not even Scotch pine," declared Mr. Leslie, "can you get a high percentage of marketable trees from an acre unless you practice summer trimming. This practice increases the number of buds, thickens the foliage and eliminates the 'necks' or 'gawks' that either make the tree unmarketable, a low-priced tree or merely a cull."

Mr. Leslie stated that in Indiana, all trimming should be completed by July 1 and that it is much more effective if done before the terminal buds get hard.

"Four or five years after the tree is planted," he continued, "it may develop a long terminal growth that will result in an awkward neck if not trimmed back. If you go through with a pruning shears and cut this long terminal growth back to 10 or 12 inches, the terminal group which might naturally contain five or six

buds will develop 20 or 25 buds. The next year these come out and give the top a bushy appearance." It was pointed out that practically all trimming should be done some 18 months before the tree is ready to market, which means that the most effective trimming is done when the tree is about four feet high.

Richard Rambo, of the division of forestry, Indiana department of conservation, who is in charge of the state nursery, stated that more stock is available than at this time the past year. Even though the state raised its prices on Scotch pine seedlings to \$25 per thousand, the supply is now running short.

Parenthetically, it might be pointed out that the Indiana state foresters have come to the well-considered conclusion that in Indiana the Scotch pine or any selection thereof is Christmas tree stock and little else. Since the state forestry department is charged with reforestation only, its interest in Scotch pine has become quite nominal, and a person must include equal numbers of other seedlings in his order.

Jim Matthews, with the experience

| LANDSCAPE-SIZE SHRUBS       |         |          |  | LINING-OUT STOCK            |         |          |  |
|-----------------------------|---------|----------|--|-----------------------------|---------|----------|--|
| <i>Clethra alnifolia</i>    | Per 10  | Per 100  |  | <i>Clethra alnifolia</i>    | Per 100 | Per 1000 |  |
| 2 to 3 ft.                  | \$ 6.00 | \$ 50.00 |  | 6 to 18 ins.                | \$ 7.00 | \$ 60.00 |  |
| 3 to 4 ft.                  | 8.00    | 70.00    |  | <i>Hex verticillata</i>     |         |          |  |
| <i>Hex verticillata</i>     |         |          |  | 1 to 2 ft.                  | 7.00    | 60.00    |  |
| 2 to 3 ft.                  | 6.00    | 50.00    |  | <i>Syringa vulgaris</i>     |         |          |  |
| 3 to 4 ft.                  | 7.00    | 60.00    |  | 1 to 2 ft.                  | 7.00    | 60.00    |  |
| <i>Viburnum cassinoides</i> |         |          |  | <i>Viburnum acerifolium</i> |         |          |  |
| 2 to 3 ft.                  | 5.00    | 40.00    |  | 6 to 18 ins.                | 8.00    | 70.00    |  |
| 3 to 4 ft.                  | 6.00    | 50.00    |  | <i>Viburnum cassinoides</i> |         |          |  |
| <i>Viburnum dentatum</i>    |         |          |  | 1 to 2 ft.                  | 8.00    | 70.00    |  |
| 2 to 3 ft.                  | 4.50    | 35.00    |  | <i>Viburnum dentatum</i>    |         |          |  |
| 3 to 4 ft.                  | 6.00    | 50.00    |  | 1 to 2 ft.                  | 8.00    | 70.00    |  |
| CLUMP BIRCH                 |         |          |  | EVERGREEN TRANSPLANTS       |         |          |  |
| <i>Paper Birch</i>          |         |          |  | <i>Abies balsamea</i>       |         |          |  |
| 6 to 8 ft.                  |         |          |  | 4 to 8 ins., trans., 2-2    | 12.00   | 100.00   |  |
| 3 stems and up.             | 40.00   |          |  | <i>Thuja occidentalis</i>   |         |          |  |
| <i>Gray Birch</i>           |         |          |  | 18 to 24 ins.               |         |          |  |
| 4 to 6 ft., 3 to 6 stems    | 20.00   | 150.00   |  | trans., 2-3                 | 40.00   |          |  |
| 6 to 8 ft., 3 to 6 stems    | 35.00   | 250.00   |  | <i>Tsuga canadensis</i>     |         |          |  |
| PAPER BIRCH                 |         |          |  | 4 to 8 ins., trans., 2-1    | 15.00   | 120.00   |  |
| <i>Betula papyrifera</i>    |         |          |  | EVERGREEN SEEDLINGS         |         |          |  |
| 2 to 3 ft.                  | \$ 8.00 | \$ 70.00 |  | Collected                   |         |          |  |
| 3 to 4 ft.                  | 25.00   | 200.00   |  | <i>Tsuga canadensis</i>     |         |          |  |
| 4 to 6 ft.                  | 40.00   | 300.00   |  | 4 to 8 ins.                 | 4.00    | 20.00    |  |
| 6 to 8 ft.                  | 100.00  |          |  | 8 to 12 ins.                | 6.00    | 50.00    |  |

All stock is first-quality collected material except as otherwise noted. Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

## ISAAC LANGLEY WILLIAMS

P. O. Box 352  
EXETER, NEW HAMPSHIRE

# J & P

EVERGREENS  
SHADE TREES

SHRUBS, VINES  
HEDGE PLANTS, etc.

In good assortment.

**Jackson & Perkins Co.**  
NEWARK, NEW YORK STATE

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

**The STEDMAN NURSERIES**  
NEWFANE, N. Y.

## TAXUS

Upright, 3 to 14 ft.  
Truckloads only, no boxing.

**BULK'S NURSERIES**  
BABYLON, L. I., N. Y.



of having planted millions of seedlings and many acres of Christmas trees in northern Michigan, made some observations of wide interest.

Mr. Matthews sells any number of pine seedlings, Scotch pine included, no strings attached. "We have developed a planter that handles soddy and brushy land. It is actually two plows welded together. The planting shoe follows in the middle of the furrow thus made and gives the seedling two or three years before the quack grass catches up with it." Five feet each way has been found to be the best spacing on the derelict acres so common in northern Michigan.

W. E. Nodwell, of Courtland, Ont., Canada, who has retired from the nursery business and devotes his energies to Christmas trees alone, is especially interested in the genetics of seeds. He grows thousands of seedlings, prefers to transplant them a year before their permanent placing, and he and his wife "knock around" during January, February and March, gathering information relevant to the improvement of Christmas trees.

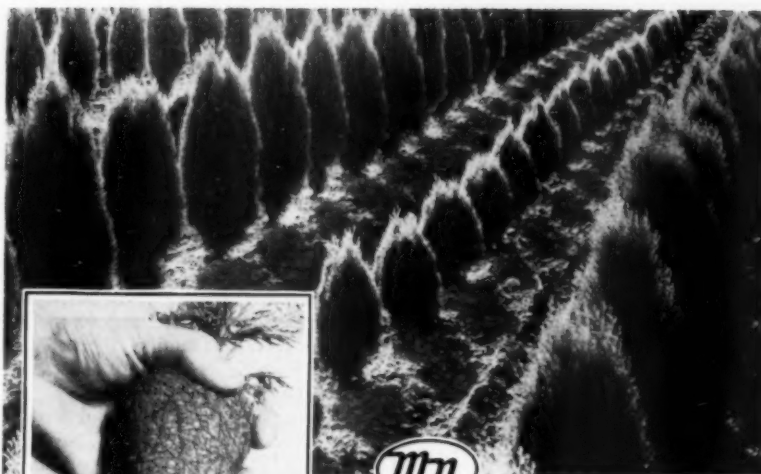
He told the group about a visit he had made to the Forestry Genetics Laboratory, in California, where workers are considering crossing the Scotch pine with a 1-stemmed Mugho pine and where work is being done on the selection of slow-growing Douglas firs which develop the preferred Christmas tree shape.

#### Marketing Panel

Prof. Fay Gaylord, vice-president of the association, and long a student of marketing farm crops, told some of the lessons he learned in the past year. "I try to grow and trim my trees so they will be the Cadillacs of the Lafayette marketing area. I proved again the past year that I cannot sell small trees. Ninety-eight per cent of the trees I sell are from six and one-half to eight feet in height. I burned 100 small trees I bought — that experience should teach me, and it did. If the customer insists on a 50-cent tree, I refer him to a firm that specializes in those needleless trees; if he wants a live tree, I refer him to a local nursery."

Carlyle Leslie returned to the general discussion to say, "High-quality fresh trees were much in demand and should be cut as late in the season as possible. The later the cutting and the milder the season the greater the yellowing, but this will disappear if the tree is watered in the tree stand."

Jim Matthews, northern Michigan



*Look at the roots  
Look at the rows*

*... the proof is in the pot!*

Your field can look like this too when you line out with **proven MN** ornamentals! Listed below are a few from our large selection:

|                                                  | 2 1/4-in. pots    |
|--------------------------------------------------|-------------------|
| <b>Cedrus deodara</b> . . . . .                  | <b>\$0.17 1/2</b> |
| <b>Juniperus chinensis pfitzeriana</b> . . . . . | <b>.20</b>        |
| <b>Juniperus chinensis prostrata</b> . . . . .   | <b>.20</b>        |
| <b>Thuja orientalis aurea nana</b> . . . . .     | <b>.20</b>        |
| <b>Thuja orientalis beverlyensis</b> . . . . .   | <b>.20</b>        |
| <b>Cotoneaster horizontalis</b> . . . . .        | <b>.15</b>        |
| <b>Potentilla fruticosa Gold Drops</b> . . . . . | <b>.17 1/2</b>    |
| <b>Prunus laurocerasus</b> . . . . .             | <b>.17 1/2</b>    |
| <b>Pyracantha coccinea</b> . . . . .             |                   |
| <b>pauciflora</b> . . . . .                      | <b>.15</b>        |
| <b>Weigela vaniceki</b> . . . . .                | <b>.17 1/2</b>    |

FEATHER-WEIGHT SHIPPING CARTONS, SAFETY PACKED  
FOB MONROVIA • REASONABLE SHIPPING RATES

Write for our **FREE CATALOG**



P. O. BOX 196

MONROVIA, CALIF.

**CHOICE NURSERY STOCK****SURPLUS LIST**

|                                                               | Per 100  |
|---------------------------------------------------------------|----------|
| 50 Maple Crimson King, 7 to 8 ft.                             | \$550.00 |
| 15 Davidia Involucrata, 4 to 5 ft. (\$8.00 each)              |          |
| 300 Euonymus Alatus Compactus, 2-yr. x.                       | 50.00    |
| 20 Hydrangea Serrata Acuminata, 2 to 3 ft.                    | 250.00   |
| 1000 Euonymus Coloratus, 1-yr. cuttings                       | 20.00    |
| 25 Azalea Roseflora, 12 to 15 ins.                            | 350.00   |
| 100 Euonymus Radicans Variegata, 3-yr.                        | 75.00    |
| 40 Berberis Verruculosa, 12 to 15 ins.                        | 350.00   |
| 50 Azalea Mollis Dr. Oosthoek, 12 ins. (\$2.00 each)          |          |
| 100 Azalea Pontica, 4-yr. x.                                  | 150.00   |
| 50 Azalea Sang de Gentrugge, 3-yr.                            | 250.00   |
| 50 Azalea M. Christopher Wren, 3-yr. (Like Louisa Hunne-well) | 250.00   |
| 50 Rhus Cotinus Rubrifolium, 18 to 24 ins.                    | 150.00   |
| 50 Syringa Microphylla Superba, 18 to 24 ins.                 | 150.00   |
| 50 Juniperus Sargentii, 1-yr. grafts                          | 90.00    |
| 10 Sorbus Aucuparia Fastigiata, 3 to 4 ft.                    | 450.00   |
| 50 Fagus Sylvatica Tricolor, 2 to 3 ft.                       | 400.00   |
| 50 Fagus S. Purpurea Pendula, 2 to 2½ ft.                     | 350.00   |
| 25 Magnolia Macrophylla, 2 to 3 ft.                           | 250.00   |
| 10 Cercis Canadensis Alba, 3 to 4 ft.                         | 700.00   |
| 100 Mahonia Nervosa, 1-yr. x.                                 | 35.00    |
| 100 Blue Spruce (hand-picked seed), 3-yr. (\$8.00 each)       | 25.00    |
| 50 Acer Girsoum, 3 to 4 ft. (\$8.00 each)                     |          |
| 50 Magnolia Lenei Alba, 1-yr. grafts                          | 150.00   |
| 25 Lygodium Palmatum (Climb. Fern), clumps (\$1.00 each)      |          |
| 100 Tsuga Diversifolia, 2-yr. S.                              | 20.00    |
| 100 Cedrus Libani, 1-yr. grafts                               | 150.00   |
| 100 Cornus Florida Rubra, 18 to 24 ins.                       | 150.00   |
| 300 Viburnum Carlesii, 3-yr. S.                               | 35.00    |
| 100 Cladrastis Lutea, 3-yr. x.                                | 50.00    |
| 25 Ilex Serrata, 2 to 3 ft.                                   | 150.00   |
| 50 Sorbus Aucuparia, 3 to 4 ft.                               | 50.00    |
| 40 Cryptomeria, 1-yr. grafts                                  | 100.00   |
| 25 Indigofera Decora, 3-yr. x.                                | 75.00    |
| 20 Franklinia, 2 to 3 ft.                                     | 250.00   |
| 50 Acer Ginnala, 3-yr. x.                                     | 50.00    |
| 25 Flow. Raspberry, 3 to 4 ft.                                | 100.00   |
| 10 Euonymus Europaeus, 3 to 4 ft.                             | 75.00    |
| 20 Ginkgo, 10 to 12 ft. (\$6.00 each)                         |          |
| 100 Azalea Kaempferi, 4-yr. x.                                | 75.00    |
| 50 Euonymus Alatus Compactus, 15 to 18 ins.                   | 125.00   |
| 30 Prunus Serrulata Kwanzan, 6 to 8 ft.                       | 500.00   |
| 20 Laburnum Vasei, 6 to 8 ft.                                 | 500.00   |
| 50 Hawthorn, Paul's Scarlet, 7 to 8 ft.                       | 500.00   |
| 10 Hawthorn, White Double, 7 to 8 ft.                         | 500.00   |
| 25 Azalea, Ward's Ruby, 10 to 12 ins.                         | 300.00   |

Cash with order, 50 at 100 rate.

**BRIMFIELD GARDENS NURSERY**245 Brimfield Road  
WETHERSFIELD, CONN.**COTONEASTERS**Specimen Landscape Stock  
Heavy and well-branched

|                             | Per 10  | Per 100  |
|-----------------------------|---------|----------|
| Cotoneaster Divericata, B&B |         |          |
| 3-yr. T., 18 to 24 ins.     | \$20.00 | \$175.00 |
| 3-yr. T., 2 to 3 ft.        | 25.00   | 225.00   |
| Lining-Out Stock            |         |          |
| 1-yr. T., 15 to 18 ins.     |         |          |
| BR                          |         | 35.00    |

Order now for spring delivery.

**FLORAL GARDENS EATON, OHIO****BURR**Leading wholesale source for  
Nursery Stock

Send us your Want List.

**C. R. BURR & CO., INC.**  
Manchester, Conn.

wholesaler, reported on a loading method employed by his firm: "On a semitrailer, with the bed lengthened by 10-foot birch poles, with stakes up on the side and with the load pulled down after loading, we loaded 1,075 Scotch pine, ranging from six to 10 feet in height, each tree individually bundled."

Warren Palmer, marketing expert for the state forests, said, "We sold \$12,000 worth of trees the past year. In classifying the heights of our trees, we measure from the bottom to the top in feet or fraction thereof. A 6-foot 8-inch tree would rate as a 6-foot tree."

Discussion centered around Scotch and Norway pine and Norway spruce. This leaves plenty of other types to talk about during the 2-day meeting next winter.

Ralph Wilcox, state forester, suggested fining members who allude to Norway pines as "red" or those who commonize Banks pine by referring to it as "jack."

Carlyle Leslie suggested one can avoid the yellowing in fall by applying a handful of sulphate of ammonia in August or September. Genetics students thought it was to be solved, over the long pull, by better selection of seed stock.

Donald Rock, of Elkhart county, said he cut 600 Christmas trees with the Scythette, equipped with chain-saw head, in four hours.

Warren Palmer said he found that state help was able to whittle down about 135 trees in an hour using the same tool.

The summer meeting will be held in Brown county, August 7 and 8.

A committee formed to explore the feasibility of tagging superior Indiana-grown trees consists of L. P. Reilly, Indianapolis; Donald Rock, Elkhart, and Mrs. Robert Whearley, Fort Wayne.

Indiana nurserymen surveying the Christmas tree prospect with an appraising eye were Ralph Oyler, Syracuse; Clint Seward, Bluffton, and Walter Schultz, Rensselaer.

**A. A. N. INSURANCE PLAN  
BEGINS OPERATION**

The American Association of Nurserymen has announced that the group insurance plan it is sponsoring received the requisite number of subscribers before the deadline of December 31, 1952, and is now in effect. Eighty-four firms, insuring the necessary 600 lives, are the initial subscribers to the plan, although additional firms will be able to join on the first of every month until July 1, after which time subscriptions will

**LILACS**

On own roots.  
Large plants, 6 ft. and up,  
Charles X, William Robinson,  
Pres. Grey, Leon Gambetta, etc.  
To plant now  
AMERICAN ARBORVITAE, 10 ft.  
An assortment of heavy stock  
for landscaping.  
RED LAKE RED CURRANTS,  
2-yr. No. 1

**SAMUEL FRASER NURSERY**

at GENESEO, N. Y.  
Contact and Mail:  
1302 18th St. WASHINGTON 6, D. C.

**ORNAMENTALS****TREES SHRUBS  
EVERGREENS**

Wholesale growers of a  
general assortment for  
the best landscape plantings.

**BRYANT'S NURSERIES**

Princeton, Illinois

**HYDRANGEA P. G.****1-yr. CONCORD GRAPES**

Thorne Brewster

**WILLOWBEND NURSERY**

PERRY, OHIO

**PRIVET and BERBERIS**

Splendid Stock

Write for Special Quotations

LESTER C. LOVETT

MILFORD

DELAWARE

**Trees, Evergreens, Shrubs  
Fruit Trees**

Write for Our Wholesale Trade List

**W. - T. Smith Corporation.**  
Telephone 2689 GENEVA, N. Y.**NORTHERN COLLECTED EVERGREENS  
FERNS**

PLANTS

SHRUBS

**WILLIAM CROSBY HORSFORD**  
Charlotte, Vermont**NEW PUSSY WILLOW—SILVER CLAW**

(Mutabilis Selection)

Excellent low-growing, extremely early-flowering variety. Catkins are long and slightly curved around stem when fully developed. Ideal florists' variety.

\$1.00 each.

BEARDSLEE NURSERY,

PERRY, OHIO

# CANALE'S FOREST NURSERY

SHELOCTA, PA.

PHONE 2461

SPECIALISTS IN QUALITY CHRISTMAS TREE SEEDLINGS

MILLIONS GROWN EVERY YEAR

## SCOTCH PINE, 2-yr., 2 to 4 ins., \$10.00 per 1000

| SEEDLINGS                             | Per 1000 |
|---------------------------------------|----------|
| Scotch Pine, 2-yr., 4 to 6 ins.       | \$20.00  |
| 3-yr., 5 to 10 ins.                   | 30.00    |
| 3-yr., 10 to 16 ins.                  | 45.00    |
| Scotch Pine, Riga, 2-yr., 2 to 4 ins. | 15.00    |
| Scotch Pine, Riga, 2-yr., 4 to 8 ins. | 25.00    |
| Austrian Pine, 2-yr., 3 to 6 ins.     | 20.00    |
| American Red Pine, 2-yr., 2 to 5 ins. | 20.00    |
| Ponderosa Pine, 2-yr., 3 to 8 ins.    | 15.00    |
| Ponderosa Pine, 4-yr., 8 to 12 ins.   | 25.00    |
| Mugho Pine, Dwarf, 2-yr., 2 to 4 ins. | 25.00    |
| Norway Spruce, 2-yr., 2 to 4 ins.     | 15.00    |
| Norway Spruce, 2-yr., 4 to 8 ins.     | 25.00    |
| White Spruce, 2-yr., 3 to 6 ins.      | 20.00    |
| 4-yr., 4 to 8 ins.                    | 30.00    |
| 4-yr., 8 to 12 ins.                   | 40.00    |
| Red Spruce, 2-yr., 2 to 6 ins.        | 25.00    |

|                                          | Per 1000 |
|------------------------------------------|----------|
| Colorado Blue Spruce, 2-yr., 2 to 4 ins. | \$18.00  |
| 3-yr., 3 to 6 ins.                       | 30.00    |
| 3-yr., 6 to 10 ins.                      | 40.00    |
| Douglas Fir, 2-yr., 2 to 4 ins.          | 25.00    |
| Douglas Fir, 2-yr., 4 to 8 ins.          | 35.00    |

| TRANSPLANTS                            |       |
|----------------------------------------|-------|
| Scotch Pine, 2-1, 3 to 5 ins.          | 30.00 |
| Scotch Pine, 2-1, 5 to 8 ins.          | 35.00 |
| Austrian Pine, 2-1, 3 to 6 ins.        | 25.00 |
| Norway Spruce, 2-1, 3 to 5 ins.        | 30.00 |
| Norway Spruce, 2-2, 4 to 8 ins.        | 40.00 |
| White Spruce, 2-1, 3 to 5 ins.         | 30.00 |
| 2-2, 4 to 6 ins.                       | 40.00 |
| 2-2, 6 to 10 ins.                      | 50.00 |
| Colorado Blue Spruce, 2-2, 4 to 8 ins. | 50.00 |
| Hemlock, 2-1, 2 to 6 ins.              | 35.00 |

Lots of 100 are double above prices.

Write us for special discount rates on large orders.

Terms: C.O.D. shipments require 25% cash with order.

be open only once during each 6-month period.

The plan provides benefits for loss of life, accidental death and dismemberment and certain hospital expenses. The life insurance benefits are \$5,000 for officers, partners and owners of firms; \$2,000 for supervisors, foremen, salesmen, etc., and \$1,000 for all other employees having at least six months' regular employment with the participating firm.

For accidental death the benefits are identical, except that double indemnity is provided for. Thus an owner who was killed in an accident would collect \$10,000; a supervisor would collect \$4,000, and an employee, \$2,000.

A maximum of \$8 a day is provided for hospital room and board and up to \$120 may be collected for miscellaneous hospital expenses. The plan allows a maximum of \$200 to be paid toward the cost of surgical fees for each hospitalization.

The A. A. N. urged additional members of the association to join the 84 firms already in the plan as a means of stabilizing their employment. The association reminded the nurserymen that any stabilization thus encouraged will be reflected in lower unemployment compensation payments.

## GUARANTEED-TO-LIVE TRANSPLANTED EVERGREENS

|                                                            | Per 1000 |
|------------------------------------------------------------|----------|
| American Arborvitae, 4-yr. transplants, (2-2), 4 to 8 in.  | \$55.00  |
| American Arborvitae, 5-yr. transplants, (2-3), 8 to 15 in. | 65.00    |
| Austrian Pine, 4-yr. transplants, (2-2), 5 to 10 in.       | 60.00    |
| Banks Pine, 3-yr. transplants, (2-1), 5 to 10 in.          | 35.00    |
| Banks Pine, 4-yr. transplants, (2-2), 12 to 20 in.         | 40.00    |
| Japanese Black Pine, 3-yr. transplants, (2-1), 3 to 6 in.  | 40.00    |
| Mugho Pine, 4-yr. transplants, (2-2), 3 to 6 in.           | 50.00    |
| Norway (Red) Pine, 3-yr. transplants, (2-1), 3 to 5 in.    | 50.00    |
| Norway (Red) Pine, 4-yr. transplants, (2-2), 5 to 8 in.    | 60.00    |
| Scotch Pine, 3-yr. transplants, (2-1), 3 to 8 in.          | 55.00    |
| White Pine, 3-yr. transplants, (2-1), 3 to 5 in.           | 45.00    |
| Norway Spruce, 3-yr. transplants, (2-1), 2 to 5 in.        | 50.00    |
| White Spruce, 3-yr. transplants, (2-1), 2 to 5 in.         | 45.00    |

### TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants and seedlings available. Send for complete list of stock.

### OUR GUARANTEE

90 per cent of all transplants sold at regular wholesale prices, as quoted in this list, are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1953.

WESTERN MAINE FOREST NURSERY CO.

DEPT. AN-213 FRYEBURG, MAINE

### EVERGREENS

Seedlings and Transplants  
For Spring, 1953, Planting.

Write for Price List and Planting Guide.

CLEARFIELD BITUMINOUS COAL CORP.

Department of Forests  
INDIANA, INDIANA CO., PA.

### ASK FOR LIST

BROUWER'S NURSERIES

(reg. trade name)

BOX 25, NEW LONDON, CONN.



## LANDSCAPE MATERIAL

**Rhododendron Maximum**  
**Kalmia Latifolia**

Pruned, compact, healthy green foliage, B&B, with exceptionally good balls. F.O.B. Boone, North Carolina. Truck or car lots, February and March.

15 to 18 ins. .... **\$1.25** (retail value \$3.50 to \$4.50)  
18 to 24 ins. .... **1.65** (retail value 5.00 to 6.50)  
24 to 30 ins. .... **2.45** (retail value 7.00 to 8.00)

Above available from Bellville, Ohio, March and April.

15 to 18 ins. .... **\$1.50**  
18 to 24 ins. .... **2.00**  
24 to 30 ins. .... **3.25**

**Pinus Resinosa (Red Pine)**

Pruned, exceptionally fine, heavy specimens; wide, compact. About 5000. First digging from this block.

4 1/2 to 5 ft., B&B. .... **\$5.50**

**Cornus Florida**

5 to 6 ft., B&B. .... **\$3.50** (25% with fl. buds)  
6 to 7 ft., B&B. .... **4.50** (75% with fl. buds)  
7 to 8 ft., B&B. .... **5.50** (100% with fl. buds)  
8 to 9 ft., B&B. .... **6.50** (100% with fl. buds)  
9 to 10 ft., B&B. .... **7.50** (100% with fl. buds)

Above available after March 1.

**WADE & GATTON NURSERIES**  
**BELLVILLE, O.**

## COME AND DIG 'EM — SAVE \$\$\$\$

After 50 years of growing quality nursery stock, we are liquidating our business. If you can come and dig your own at our nursery, 25 miles west of Milwaukee, you will find the bargains of a lifetime, in some cases less than one-half wholesale price. For example:

|                                       | Each per 10   |                                  | Each per 10   |
|---------------------------------------|---------------|----------------------------------|---------------|
| Arborvitae, Globe, 15 to 18 ins.      | <b>\$1.52</b> | Fir, Douglas, 2 to 3 ft.         | <b>\$2.40</b> |
| Arborvitae, Pyramid, 2 to 2 1/2 ft.   | <b>1.62</b>   | Yew, Spreading, 12 to 15 ins.    | <b>2.20</b>   |
| Arborvitae, Siberian, 2 to 2 1/2 ft.  | <b>2.70</b>   | Yew, Upright, 18 to 24 ins.      | <b>3.20</b>   |
| Pfitzer Juniper, 15 to 18 ins.        | <b>2.20</b>   | Flowering Crabs, 5 to 6 ft.      | <b>.80</b>    |
| Spruce, Colorado Blue, 3 1/2 to 4 ft. | <b>5.60</b>   | Elm, American, 8 ft.             | <b>.64</b>    |
| Spruce, Black Hills, 2 1/2 to 3 ft.   | <b>2.40</b>   | Willow, Wisconsin Weeping, 7 ft. | <b>.44</b>    |
| Spruce, Green, 3 1/2 to 4 ft.         | <b>4.40</b>   |                                  |               |

And scores of other varieties of trees, shrubs and evergreens. Send for catalog if interested. In addition, a limited quantity of flowering shrubs already dug are available, F.O.B. Hartland:

|                                         | Each per 10   |                                        | Each per 10   |
|-----------------------------------------|---------------|----------------------------------------|---------------|
| Dogwood, Red, 3 to 4 ft.                | <b>\$0.45</b> | Mock Orange, Bouquet Blanc, 3 to 4 ft. | <b>\$0.45</b> |
| Dogwood, Yellow, 18 to 24 ins.          | <b>.24</b>    | Mock Orange, Virginal, 2 to 3 ft.      | <b>.50</b>    |
| Forsythia, 3 to 4 ft.                   | <b>.55</b>    | Ninebark, Common, 4 to 5 ft.           | <b>.55</b>    |
| Honeysuckle (all varieties), 3 to 4 ft. | <b>.40</b>    | Ninebark, Dwarf or Golden, 2 to 3 ft.  | <b>.45</b>    |
| Weigela, o/f 2 to 3 ft.                 | <b>.40</b>    | Snowberry, Spreading, 2 to 3 ft.       | <b>.35</b>    |

**WHITE ELM NURSERY CO.**  
**Hartland, Wis.**

## "TREES for American Gardens," by Donald Wyman

376 Pages — Illustrated — Price **\$7.50**

AMERICAN NURSERYMAN, 343 S. Dearborn St., Chicago 4, Ill.

**QUALITY EVERGREENS IN STOCK**

### PYRAMIDAL ARBORVITAE

Quality-grown where arborvitae thrive best.  
Truckload or Carlot  
3 1/2 to 4 ft. and 4 to 5 ft.  
The best price in the midwest for quality, size and quantity.

**BERRYHILL NURSERY CO.**  
SPRINGFIELD OHIO P.O. BOX 696

**AMERICA'S BEST SOURCE FOR HARDY PLANTS**

WRITE FOR TRADE LIST MENTOR, OHIO

**Wayside Gardens**

### JUNIPERUS HETZI GLAUCA

1-yr., R.C. .... **10c** each  
2-yr., 6 to 8 ins. .... **20c** each  
2-yr., 8 to 12 ins. .... **25c** each

**BALCOM NURSERY KOKOMO, IND.**

## Coming Events

### MEETING CALENDAR

February 3 to 5, New England Nurserymen's Association, Hotel Kenmore, Boston, Mass.

February 4 and 5, Pennsylvania Nurserymen's Association, Yorktown hotel, York, Pa.

February 5 and 6, West Virginia Nurserymen's Association, Waldo hotel, Clarksburg, W. Va.

February 8 to 10, Virginia Nurserymen's Association, Hotel John Marshall, Richmond, Va.

February 11 to 13, annual meeting of the Midwestern chapter of the National Shade Tree Conference, Cosmopolitan hotel, Denver, Colo.

February 14, Colorado Nurserymen's Association, Cosmopolitan hotel, Denver, Colo.

February 15 and 16, Georgia State Nurserymen's Association, University of Georgia, Athens, Ga.

February 17 to 19, Pennsylvania nurserymen's conference, sponsored by Pennsylvania State College, State College, Pa.

February 19, Nurserymen's day, agricultural auditorium, University of Maryland, College Park, Md.

### VIRGINIA MEETING PLANS

The theme of the convention of the Virginia Nurserymen's Association, to be held at the Hotel John Marshall, Richmond, February 8 to 10, will be "Where Do We Go from Here?" The theme of the horticultural show to be held in connection with the convention will be "Plant Virginia-Plant America."

Discussing "Where Do We Go from Here?" will be a group of outstanding speakers and panel leaders. Among the speakers will be nurserymen, businessmen, educators and landscape architects. One of the more unusual features will be a panel made up of some of the younger landscape architects connected with Virginia nurseries. Fred Huett, director of the Norfolk park system, will present the customers' point of view. Vena Walker, Virginia's outstanding authority on dry arrangements, will discuss this subject with the nurserymen and their guests.

The horticultural show will be open to the public at 12 noon Sunday, February 8. Many of Virginia's nurserymen are planning gardens for the show, and the association as a group will sponsor one garden. Many firms that manufacture or sell supplies to the nursery industry have



planned exhibits, as have several local firms.

Registration for the convention will open Sunday afternoon, February 8. Sunday evening will be given over to a "get-acquainted party" and entertainment. On Monday morning, the meeting will be called to order at 9:30 a. m. The last scheduled business session will be over by 4 p. m., and the cocktail party, past president's banquet and dance will be held Monday evening.

### GEORGIA PROGRAM

Registration for the 16th annual convention of the Georgia State Nurserymen's Association and University of Georgia short course for nurserymen will take place Sunday, February 15, at the Holman hotel, Athens. An informal dinner will be held the evening of that day.

The first session of the meeting will open at 9:30 a. m. Monday, February 16, at Conner Hall, University of Georgia, with a call to order by President L. E. Young. Following the invocation, Willis E. Huston, extension specialist in irrigation, agricultural extension service, Athens, Ga., will discuss how irrigation can be used in the nursery and the problems involved.

Mr. Huston will be followed by B. E. Wigginton, professor of landscape architecture, University of Georgia, who will discuss design in foundation plantings. The morning speaking program will be concluded by Cooper Morcock, agronomist, of Atlanta, who will outline the respective virtues of dry versus liquid fertilization for the nurserymen. A discussion period, conducted by F. E. Johnstone, Jr., chairman, division of horticulture, University of Georgia, will take place before adjournment for lunch.

The afternoon session will be opened by Robert Entenberg, assistant professor of economics, University of Georgia, whose topic will be "Selling and Advertising Methods for the Nurseryman." A discussion and demonstration of soil testing and how it can help the nurseryman will follow, under the direction of Joel Giddens, head of the soil testing laboratory at the University of Georgia. C. H. Alden, director of the Georgia state department of entomology, will next appear on the program, speaking on new developments and control regulations as they affect the nurseryman.

The final event will be a business meeting of the Georgia State Nurserymen's Association, with Mr. Young presiding.

## GRAFTED STOCK For Spring, 1953, Delivery

|                                                         | Per 10 | Per 100 |
|---------------------------------------------------------|--------|---------|
| <i>Acer palmatum atropurpureum</i> .....                | \$7.50 | \$65.00 |
| <i>Acer palmatum dissectum atropurpureum</i> .....      | 7.50   | 65.00   |
| <i>Cornus florida alba plena</i> .....                  | 6.00   | 50.00   |
| <i>Cornus florida rubra</i> .....                       | 6.00   | 50.00   |
| <i>Cornus florida rubra Prosser</i> .....               | 7.50   | 65.00   |
| <i>Fagus sylvatica riversi</i> .....                    | 7.50   | 65.00   |
| <i>Ilex opaca femina</i> .....                          | 6.00   | 50.00   |
| <i>Juniperus chinensis columnaris glauca</i> .....      | 6.00   | 50.00   |
| <i>Juniperus chinensis columnaris viridis</i> .....     | 6.00   | 50.00   |
| <i>Juniperus chinensis keteleeri</i> .....              | 6.00   | 50.00   |
| <i>Juniperus chinensis neaboriensis</i> .....           | 6.00   | 50.00   |
| <i>Juniperus chinensis sargentii</i> .....              | 6.00   | 50.00   |
| <i>Juniperus chinensis sargentii glauca</i> .....       | 6.00   | 50.00   |
| <i>Juniperus sabina Vonshron</i> .....                  | 6.00   | 50.00   |
| <i>Juniperus squamata meyeri</i> .....                  | 6.00   | 50.00   |
| <i>Juniperus virginiana burki</i> .....                 | 6.00   | 50.00   |
| <i>Juniperus virginiana canaerti</i> .....              | 6.00   | 50.00   |
| <i>Juniperus virginiana elegantissima</i> .....         | 6.00   | 50.00   |
| <i>Juniperus virginiana glauca</i> .....                | 6.00   | 50.00   |
| <i>Juniperus virginiana kosteriana</i> .....            | 6.00   | 50.00   |
| <i>Juniperus virginiana schottii</i> .....              | 6.00   | 50.00   |
| <i>Juniperus virginiana pyramidiformis hillii</i> ..... | 6.00   | 50.00   |
| <i>Magnolia lennei</i> .....                            | 7.50   | 65.00   |
| <i>Magnolia rustica rubra</i> .....                     | 7.50   | 65.00   |
| <i>Magnolia soulangeana</i> .....                       | 7.00   | 60.00   |
| <i>Magnolia soulangeana nigra</i> .....                 | 7.00   | 60.00   |
| <i>Magnolia stellata</i> .....                          | 7.00   | 60.00   |
| <i>Magnolia stellata rosea</i> .....                    | 7.00   | 60.00   |
| <i>Magnolia stellata rubra</i> .....                    | 7.50   | 65.00   |
| * <i>Pinus cembra</i> .....                             | 6.50   | 55.00   |
| <i>Thuja occidentalis douglasii spiralis</i> .....      | 5.00   | 40.00   |
| <i>Thuja occidentalis elegantissima</i> .....           | 5.00   | 40.00   |
| <i>Thuja occidentalis lutea Mary Corey</i> .....        | 5.00   | 40.00   |
| <i>Thuja occidentalis lutea George Peabody</i> .....    | 5.00   | 40.00   |
| <i>Thuja occidentalis nigra</i> .....                   | 5.00   | 40.00   |
| <i>Thuja occidentalis pyramidalis</i> .....             | 5.00   | 40.00   |
| <i>Thuja occidentalis rosenthalii</i> .....             | 5.00   | 40.00   |
| <i>Thuja occidentalis wareana (sibirica)</i> .....      | 5.00   | 40.00   |
| <i>Thuja orientalis aurea nana</i> .....                | 5.00   | 40.00   |
| <i>Thuja orientalis conspicua</i> .....                 | 5.00   | 40.00   |
| <i>Thuja orientalis elegantissima</i> .....             | 5.00   | 40.00   |
| <i>Tsuga canadensis pendula</i> .....                   | 6.00   | 50.00   |

\*Five-needle Pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

Prices are F.O.B. Mountain View, N. J.; packing additional, at cost. Usual terms to those of established credit. No goods sent C.O.D. unless 25 per cent of amount is sent with order. All this material is listed subject to prior sale and crop conditions.

## HESS' NURSERIES MOUNTAIN VIEW, N. J.

### HEMLOCK

Rhododendron — Kalmia  
Azalea

CURTIS NURSERIES  
CALICOON, N. Y.

### LINING-OUT STOCK

Our new Fall, 1952, price list is now ready for distribution. If your name is not on our mailing list, send post card for copy.

THOMAS B. MEEHAN CO., Inc.  
DRESHER, PA.

### DEL-MAR-VA NURSERIES

Growers of Quality  
Taxus, Ilex and other Ornamentals.  
Ask for list.  
DEL-MAR-VA NURSERIES  
LINCOLN, DEL.  
Phone: Milford, Delaware 4445



Wholesale growers of the best  
Ornamental Evergreens  
Deciduous Trees  
Shrubs and Roses

Write for our current trade list.  
THE KALLAY BROTHERS CO.  
PAINESVILLE, OHIO



1-yr. Asparagus block in 3 1/2-ft. rows.

## ASPARAGUS ROOTS

"We grow 'em by the million."

Our high-quality roots are backed by 25 years of growing experience. All roots are freshly dug for your order with the most modern digging equipment available to assure a complete undamaged root system. Roots are graded to conform with U. S. horticultural standards; 1-yr. weighing 60 lbs.; 2-yr., 120 lbs., and 3-yr., 250 lbs. per thousand.

| MARY WASHINGTON    |        |         |
|--------------------|--------|---------|
|                    | 100    | 1000    |
| 3-yr., Heavy ..... | \$4.00 | \$30.00 |
| 2-yr., No. 1 ..... | 2.50   | 20.00   |
| 1-yr., No. 1 ..... | 2.00   | 14.00   |

Special prices are available for large quantity lots. We also have a bulk price on ungraded roots in either 1 or 2-yr. size.

**KRIEGER'S WHOLESALE NURSERY**  
Phone: Bridgman 22      Bridgman, Mich.

**LAKE'S**  
**SHENANDOAH NURSERIES**  
Shenandoah, Iowa  
*Wholesale growers of  
a fine assortment of*  
**GENERAL NURSERY STOCK**  
Your inquiries will be appreciated.

**TEUCRIUM CHAMAEDRYS**  
Well-rooted cuttings.  
\$5.00 per 100      \$45.00 per 1000  
**BEARDSLEE NURSERY**  
PERRY, O.

  
**EVERGREENS**  
Growers of Quality Evergreens  
Lining-out Stock a Specialty  
*Write for Trade List*  
**EVERGREEN NURSERY CO.**  
Established 1884 : STURGEON BAY, WIS.

**HARDY PLANTS**  
**Bulbs and Shrubs**  
"America's Finest"  
*Write for Trade List*  
*Springbrook Gardens*  
MENTOR, OHIO

**SEND YOUR SURPLUS LIST OF**  
Evergreens • Shrubs • Shade Trees  
Flowering Trees • Fruit Trees  
to:  
**THE PONTIAC NURSERY CO.**  
ROMEO, MICHIGAN

**HENRY NURSERIES**  
**Ingels Bros.**  
**HENRY, ILLINOIS**  
*Growers of General Nursery Stock.*  
Visitors Welcome.

## ILLINOIS STATE MEETING

[Continued from page 7]

thaler's report, Peter J. Cascio, president of the A. A. N., was called upon to speak to the nurserymen about the value of a national association.

Howard Taylor, chairman of the A. A. N. market development and publicity committee, then gave a brief report of that group's activities. The committee, he said, uses primarily the newspaper medium for its publicity work and has distributed promotional material to every part of the country and for every type of sale. The committee has developed an information sheet called "Planting News" for circulation to a large number of newspapers. From it the newspapers can select items for publication. It has been proposed that this sheet be made up in several sections, each section containing material relevant to a particular geographical area. This type of service would cost the A. A. N. \$14,000 a year and new sources of revenue would have to be found to provide for this expansion of services, which expansion, it is felt by the committee, would be advantageous to the industry. The committee has also printed envelope stuffers for member firms to send out in their mailings, said stuffers being available at a nominal cost.

### The Washington Scene

Richard P. White, executive secretary of the A. A. N., concluded the round-up of the national association's activities with a discussion of the Washington scene as he sees it. The new administration, he said, augurs a neutral attitude on the part of the government toward the business community. With the departure of the old regime should also go the attitude that "it cannot be done," which has characterized the past administration. Perhaps, he said, taxes can now be lowered, controls can be removed, the Korean war can be ended, etc. However, there are many long range problems that will not be solved overnight but which might receive a more realistic treatment by the new administration.

Dr. White said he expected business conditions generally to remain good throughout the coming year. The only dark spot in the picture is the recent decline in the price of farm products. The excess profits tax will probably be allowed to expire next summer and the market for new homes should continue to be strong. The yearly increase in population should be watched by nurserymen as the distribution of the increment

# SCARFF'S Nursery



## EVERGREENS

Well-grown  
Specimen stock

ARBORVITAE  
Dark Green American  
Pyramid  
Woodward Globe  
Berckmans Golden

Pfitzer Juniper  
Hetz glauca Juniper  
Swedish Juniper  
Taxus, in variety

—Write for complete List—

## SMALL FRUITS

### RASPBERRY PLANTS

Black—Purple—Red

### BLACKBERRY PLANTS

1-yr. and 2-yr. old

### CURRENTS—GOOSEBERRIES

### GRAPES—BOYSENBERRIES

### NEW ADAMS ELDERBERRY

Fruits and clusters exceptionally large.  
Bushes are strong, vigorous and productive.

### ASPARAGUS ROOTS

1, 2 and 3-yr.

### HORSE RADISH

WHOLE roots and cuttings

## FRUIT TREES

### APPLE TREES (in variety)

2-yr., 1-in., 11/16, 9/16 and 7/16-in. caliper.

### PEACH TREES (in variety)

—All extra-heavy Ohio-grown trees—  
1-in., 11/16, 9/16, 7/16 and 5/16-in. caliper.

### CHERRY TREES

|                 |       |      |      |
|-----------------|-------|------|------|
| Sour Cherry     | 11/16 | 8/16 | 7/16 |
| Montmorency     | 200   | 150  | ..   |
| Early Richmond  | 100   | 100  | 25   |
| Sweet Cherry    | 9/16  | 7/16 | 5/16 |
| Black Tartarian | 400   | 100  | 75   |
| Napoleon        | 100   | 100  | 50   |
| Windsor         | 200   | 125  | 50   |

### PEAR TREES

|          |     |    |    |
|----------|-----|----|----|
| Duchess  | 100 | 50 | 25 |
| Seckel   | 100 | 50 | 25 |
| Bartlett | ..  | 50 | 25 |

### BARTLETT PEAR—1000 trees

Top-worked on Old Home understock for blight resistance.

## SHRUBS, ETC.

Aronia melanocarpa, 18 ins., 24 ins. and 3 ft.  
Cornus mascula, 18 ins., 24 ins., 3 ft. and 4 ft.  
Euonymus carrierei, 2-yr., 10 to 15 ins.  
Forsythia spectabilis, 2 ft., 3 ft., 4 ft. and 5 ft.  
Forsythia Spring Glory, 2 ft., 3 ft. and 4 ft.  
Kolkwitzia amabilis, 2-yr., bedded, 12 ins., 18 ins. and 24 ins.  
Ligustrum regelianum (True type from cuttings), 15 ins., 18 ins., 24 ins. and 30 ins.  
Lonicera halliana, 2-yr., No. 1 and Medium.  
Polygonum auberti (Silver Lace Vine), No. 1 and Medium.  
Rhus cotinus, 12 ins., 18 ins. and 24 ins.  
Syringa vulgaris (White and purple), 2 to 3 ft.

## LINING-OUT STOCK

Euonymus yedoensis, 2-yr., 6 ins., 9 ins. and 12 ins.  
Hamamelis vernalis, 2-yr., 6 ins., 9 ins. and 12 ins.  
Koeleruteria paniculata, 6 to 9 ins.  
Ligustrum True Vicary Golden.  
Pyracantha pauciflora, T., 5 to 6 ins.  
Biota orientalis, 2-yr., S, 12 ins., 18 ins. and 24 ins.  
(For grafting or L.O.)

Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-order Items and Lining-out Stock.

**W. N. SCARFF'S SONS,**

**New Carlisle, Ohio**

marks the areas of the new markets.

In conclusion, Dr. White said that nurserymen should have no trouble selling their commodity as long as they continue to merchandise it vigorously, advertise it truthfully and grow a satisfactory product.

Dr. White's address concluded the first day of meetings.

### Comments on Government Decline

Arthur R. Kaiser, of Sears Roebuck & Co., Chicago, addressed the nurserymen at the luncheon meeting on Wednesday. The title of Mr. Kaiser's talk was "Fiscal Morality and Freedom," and in it he sought to show how the economic policies of the government over the past two decades, especially during the past administration, had contributed to what he feared was a decline in the standards of government.

The concentration of power in the hands of the central government has grown to harmful extremes, Mr. Kaiser continued. "The moment we allow government to put our economic system under full bureaucratic control, that moment we turn back the clock of progress within our society."

He examined the condition of public morals, citing a number of cases of corruption among government of-

## JUNIPERUS HETZI

3 times transplanted—sheared 3 times.

Full, heavy specimens, B&B.

|               | 10-rate | 100-rate | 1,000-rate |
|---------------|---------|----------|------------|
|               | Each    | Each     | Each       |
| 24 to 30 ins. | \$4.00  | \$3.75   | \$3.50     |
| 30 to 36 ins. | 4.50    | 4.25     | 4.00       |

We invite your inspection and correspondence.

## CHARLES KLEHM & SON

Algonquin and State Roads

Tel.: Clearbrook 3-299

Arlington Heights, Ill.

## DO YOU NEED . . .

Flowering Shrubs  
Shade Trees  
Evergreens  
Lining-out stock  
Phlox or Peonies  
Apples or Plums  
Perennials

If so, please write for copy of our new wholesale price list.

**SHERMAN NURSERY CO.**  
CHARLES CITY, IOWA

## WELLER'S PERENNIALS

With That Wonderful Root System  
Headquarters for  
**HARDY MUMS AND PHLOX.**  
Ask for our Perennial Catalog.

**WELLER NURSERIES CO., Inc.**  
Leading Perennial Growers  
HOLLAND, MICH.

## VERHALEN'S PLANTS

(Low Cost—Good Grade)

**PLUS LOW FREIGHT RATE  
TO YANKEE LAND  
MAKE THEIR STOCK  
A GOOD BUY.**

**VERHALEN NURSERY CO.**  
Scottsville, Tex.

## MAGNOLIA NIGRA (Dark Red)

400 2 to 3 ft., B&B. . . . . \$3.00 each  
100 3 to 4 ft., B&B. . . . . 4.00 each

We have these in our modern cold storage for shipment now or in the spring.

**LITTLEFORD NURSERIES, VINNENNES, IND.**



# LINING-OUT STOCK

*Write for our illustrated list*

|                                        | Per 100 | Per 1000 | Per 10,000 |
|----------------------------------------|---------|----------|------------|
| Colorado Blue Spruce, 3-2, 6 to 9 ins. | \$16.00 | \$150.00 | .....      |
| Colorado Blue Spruce, 3-2, 4 to 6 ins. | 10.00   | 80.00    | .....      |
| Colorado Blue Spruce, 3-0, 4 to 6 ins. | 6.00    | 32.00    | \$300.00   |
| Colorado Blue Spruce, 3-0, 2 to 4 ins. | 4.00    | 20.00    | 180.00     |
| White Spruce, 3-3, 6 to 9 ins.         | 10.00   | .....    | .....      |
| White Pine, 2-3, 6 to 12 ins.          | 15.00   | .....    | .....      |
| White Pine, 3-0, 3 to 8 ins.           | 5.00    | 25.00    | .....      |
| Norway Pine, 2-0, 2 to 4 ins.          | 4.00    | 18.00    | .....      |
| Banks Pine, 3-0, 8 to 16 ins.          | 6.00    | 25.00    | .....      |
| White Birch, 2-2, 10 to 18 ins.        | 10.00   | .....    | .....      |
| White Birch, 2-0, 8 to 16 ins.         | 7.50    | 40.00    | .....      |

## RIGA SCOTCH PINE

Best type for growing Christmas trees.

|                                   | Per 100 | Per 1000 | Per 1000 | Per 10,000 |
|-----------------------------------|---------|----------|----------|------------|
|                                   |         |          | lots     | lots       |
| Scotch Pine, 2-0, 3 1/2 to 8 ins. | \$6.00  | \$25.00  | \$23.50  | \$22.00    |
| Scotch Pine, 2-0, 2 to 3 1/2 ins. | 4.00    | 16.00    | 15.00    | 14.00      |

Samples on request in digging season.

TERMS: Cash with order please; or 25 per cent deposit, balance before shipment.  
25 at 100 rate, 250 at 1000 rate; all seedlings in multiples of 50, all transplants in multiples of 10.

Minimum order \$10.00. Packing at materials cost; charges billed when shipped.

## MATTHEWS NURSERY

Telephone 123 or 732

HARBOR SPRINGS, MICH.

### SPECIMEN LANDSCAPE MATERIALS

*Our Specialty*

## TAXUS

*Visit our nurseries and see  
our stock for spring*

**W. A. NATORP CO.**  
CINCINNATI 29, OHIO

### PHILADELPHUS VIRGINALIS

1-yr., R.C. .... 10c each  
2-yr., 12 to 18 ins. .... 25c each  
2-yr., 18 to 24 ins. .... 35c each

**BALCOM NURSERY** KOKOMO, IND.

## SPRUCE LINERS

Good quality, 4 and 5 yrs. old, twice transplanted, 2 yrs. in open field beds.

Per 100 Per 1000

**Norway Spruce**  
6 to 9 ins. .... \$12.00 \$100.00  
9 to 12 ins. .... 20.00 180.00  
12 to 15 ins. .... 20.00 250.00

**Colorado Green Spruce**  
6 to 9 ins. .... 35.00 300.00  
9 to 12 ins. .... 45.00 400.00

No packing charge.



**BROWN DEER  
NURSERIES**  
Operated By  
Holton & Hunkel Co.  
MILWAUKEE, WISCONSIN  
P. O. Box 1747

**BURTON'S**  
HEADQUARTERS FOR  
EVERGREEN GRAFTS, TRANSPLANTED  
EVERGREENS, SHRUB LINERS.  
RARE ITEMS YOU DO NOT  
FIND IN MOST LISTS!  
*Write!*  
**HILLTOP NURSERIES**  
EASTOWN, OHIO

ficials that were exposed in recent years, and said, "History will record the years from 1945 to 1952 as years of immorality and corruption." He called for a return to the morality of "A public office is a public trust."

### New Feeding Methods

With Mr. Kaiser's speech, the luncheon meeting was closed and, after a few moments, the afternoon program opened with a talk by Dr. L. L. Baumgartner, of Nursery Specialty Products, Inc., Eastview, N. Y. The title of his address was "New Methods of Feeding and Protecting Plants."

Dr. Baumgartner began by reviewing some of the materials presently used as soil applications. Manure, although a fine soil conditioner, lacks a number of nutrients which must be added if a balanced diet is to be obtained. Commercial fertilizers can be added to the manure, although, when used alone, they cannot duplicate the water-holding action of the manure. They also will not provide the soil with the type of diet it may need. A prepared formula could change the pH of the soil in such a way as to make certain needed minerals unavailable to the plant.

The newest approach to the problem of plant feeding, Dr. Baumgartner continued, is leaf feeding, sometimes known as foliar feeding. It offers several advantages over the exclusive use of the other two methods. Its main usefulness is its value as a tool. Plants suffering a deficiency of a particular mineral can be aided by an application of one of these water soluble materials. The solutions, which are sprayed on the plants, go to work quickly and can impede the effects of a soil deficiency or of a general debilitation resulting from the attacks of a disease, without otherwise altering the condition of the soil. Where the danger of an oversupply of a particular mineral exists, a water soluble solution may be used to supplement a low concentration fertilizer preparation, avoiding the effects of the oversupply of one of the elements of the fertilizer.

Where winterkill is a problem because a disease has attacked and reduced the leaf surfaces of the plant and thus the stored food supply, foliar sprays may be used to build up the leaf surfaces and correct some of the effects of the disease. Although it is entirely possible, it would be too expensive to adopt leaf feeding as the sole means of plant feeding, he said, but it presents an unequalled tool for the treatment of certain specific problems. In answer to a question from the floor, Dr. Baumgartner explained



# for SPRING DELIVERY

**AUSTRIAN PINE — \$35.00 per 1000**

4 to 6 ins., 2-yr. seedlings

**SCOTCH PINE (Riga Var.) — \$30.00 per 1000**

4 to 6 ins., 2-yr. seedlings

**RED PINE — \$20.00 per 1000**

4 to 6 ins., 2-yr. seedlings

**RED PINE — \$65.00 per 1000**

12 to 16 ins., 4-yr. transplants

*Write for Complete 1953 Spring List*

**EVERGREENS • SEEDLINGS • TRANSPLANTS**

**NEKOOSA-EDWARDS PAPER COMPANY**

## NEPCO LAKE NURSERY

Telephone 4037

**PORT EDWARDS, WISCONSIN**

that the chemicals used are usually a chloride or sulphate solution of the mineral lacking in the plant's diet. To prevent injury from too high a concentration of salt, a chloride is usually combined with a sulphate.

### Landscape Training Program

The final speaker on the afternoon program was Walter M. Keith, of the department of landscape architecture, University of Illinois, who told the nurserymen about the university's training program for landscape nurserymen.

The two greatest needs at the present time, according to Mr. Keith, are for trained persons who can design an inexpensive and flexible plan for the owner of the small home and for men who can successfully carry out in detail the design of a landscape architect. The course being presented at the University of Illinois is intended to relieve this shortage, but the program requires four years for its completion. In less time the student would be insufficiently prepared for his later practical work. Mr. Keith emphasized that a landscape nurseryman needs many years of actual experience before he becomes competent in the field.

The small home owner, he continued, is the critical test of a landscape

### LINING-OUT and FINISHED STOCK

#### EVERGREENS

(Taxus a specialty)

#### FLOWERING SHRUBS and TREES

#### HERBACEOUS and TREE PEONIES

COME and SEE US.

Send us your Want List.

### THE COTTAGE GARDENS

Our 30th Year

Nick I. W. Kriek — Harold E. Hicks  
**LANSING 15, MICH.**

### COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade  
Trees, Roses and Lining-out Stock.

Write for complete list.

**ONARGA NURSERY CO.**  
**ONARGA, ILL.**

## HOBBS Spring, 1953

Montmorency Cherry, 1-yr., 18 to 24 ins.  
5/16-in., 7/16-in., 9/16-in. and  
11/16-in. caliper. Many trees in  
11/16-in. grade will run 3/4-in.

Montmorency Cherry, 2 and 3-yr.,  
heavy.  
XXX grade, heavy  
XX grade, heavy  
11/16-in. grade  
9/16-in. grade

Most of the grades 11/16-in. and up  
will run 6 to 7 ft. in height. Fine for  
retail trade.

**C. M. HOBBS & SONS, Inc.**

BRIDGEPORT, IND.

Phone Indianapolis, Belmont 1812

### ROSA MULTIFLORA JAPONICA

Seedlings of vigorous, thorny, upright  
type for living fence. Excellent plants.  
Tops cut back to about 10 ins. when  
graded.

Per 1000  
18 to 24 ins. .... 5 to 10 mm. .... **\$40.00**  
15 to 18 ins. .... 4 to 5 mm. .... **30.00**  
10 to 15 ins. .... 2 to 4 mm. .... **20.00**

Prices include packing, F.O.B. Hundred,  
W. Va. Write for special quotations on  
large quantities.

### JOLLIFFE NURSERY

Box 101  
**KNOB FORK, W. VA.**  
Multiflora—Our Specialty



## Hardy Northern Grown Stock at WHOLESALE

### JEWELL NURSERIES, Inc.

Write for Price List.

Box 457, LAKE CITY, MINN.

designer because he is unable to afford large-scale work and usually does not have the space for it, yet has many landscape problems. It requires real economy of design to provide a flexible, attractive and functional landscape plan for these houses. Flexibility is important because facilities created by the design must be able to be adapted occasionally to fit the changing age level and interests of the occupants. The landscape job must be designed around the life and activities of the family.

Mr. Keith showed slides of work done by landscape students at the university. He pointed out the attractive effects resulting from a combination of plant and architectural materials, affording a contrast of texture and color. The slides were of work done both for homes and for public projects.

#### Business Meeting

In addition to the election of officers, the business meeting, held January 14, included a report of the association's treasurer, W. J. Smart, D. Hill Nursery Co., Dundee, which revealed a cash balance on hand in the general fund as of December 31, 1952, of \$9,482.58. On the same date, there was a balance in the special fund of \$2,070.52.

Mr. St. Aubin read the invitation of the Wisconsin Nurserymen's Association to hold a joint Wisconsin-Illinois meeting in June, 1953, at a summer resort at Heafford Junction, Wis. Mr. St. Aubin reported that several of the Illinois members had attended a similar meeting in 1952, and had enjoyed it thoroughly. He emphasized that the meeting would be purely social with no business transacted.

In a final action, the association voted to grant an honorary membership to Walter M. Keith, of the department of landscape architecture, University of Illinois.

#### A. A. N. Chapter Meeting

Roger S. Leesley was elected president of the Illinois chapter of the American Association of Nurserymen at a meeting of the chapter, held dur-

## LILACS

1-year Buds on California Privet.

|                                   |                 |                                     |                 |
|-----------------------------------|-----------------|-------------------------------------|-----------------|
| 12 to 24 ins. ....                | \$45.00 per 100 | 6 to 12 ins. ....                   | \$25.00 per 100 |
| Charles Joly, double, magenta.    |                 | Mme. Anton Buchner, double, pink.   |                 |
| Ellen Willmott, double, white.    |                 | Ludwig Spaeth, single, deep purple. |                 |
| Alphonse Levallee, double, lilac. |                 | Congo, single, magenta.             |                 |

All single stem, about 3/4-in. diameter on the larger size; the smaller ones average about 1/2-in. If planted below the collar, they will soon be on their own roots. As far as we know, they are true to name. The stock plants, which came from Upton's Nursery, Detroit, have all bloomed.

### NEWPORT NURSERY COMPANY

NEWPORT, MICHIGAN

## SNEED NURSERY COMPANY

Specimen Evergreens

Ornamental Shrubs and Trees

Quality Liners

Juniper Grafts

P. O. Box 798

OKLAHOMA CITY, OKLA.

*Minnesota Grown*

**FLOWERING CRABS  
ORNAMENTAL TREES  
and SHRUBS**

Fruit Trees and Berries

.....  
**Complete Selection  
of Fine Roses**

Write for our Free Wholesale Catalog

*Andrews*

NURSERY COMPANY

SINCE 1872

FARIBAULT, MINN.

#### LINERS

TAXUS — JUNIPERS — THUJAS  
HEMLOCKS — DEUTZIA GRACILIS  
and ROSEA — WEIGELA EVA  
RATKE — TRANSPLANTS AND  
POTTED PLANTS.

HUMPHREYS LANDSCAPE SERVICE  
MT. STERLING, KY.

## EXTRA SPECIAL

|                                  |          |
|----------------------------------|----------|
| Cotoneaster Acutifolia           | Per 1000 |
| 18 to 24 ins., tpl., well-br.... | \$220.00 |
| 2 to 3 ft., tpl., well-br....    | 350.00   |
| Philadelphus Virginialis         |          |
| 18 to 24 ins., tpl.....          | 250.00   |
| 2 to 3 ft., tpl.....             | 350.00   |
| Chadwick's Buckthorn             |          |
| 2 to 3 ft., tpl., well-br.....   | 200.00   |
| 3 to 4 ft., tpl., well-br.....   | 250.00   |

### SUMMIT NURSERIES

STILLWATER, MINN.

## NORTHERN-GROWN STOCK

Evergreen Liners

Bleeding Hearts

Ornamental Shrubs

Fruit Trees

French Lilacs

Philadelphus Minnesota Snowflake  
(Plant Patent No. 538).

Send for list.

### J. V. BAILEY NURSERIES

ST. PAUL 6, MINNESOTA

ing the convention of the Illinois State Nurserymen's Association. John Tures was elected vice-president, and Miles W. Bryant, secretary. Elected as trustees were Edward P. Eickhof and Elmer Spencer.

#### Social Events

As always, the social events were a high spot of the Illinois convention. In addition to the two luncheon-meetings held, there was the annual banquet, held Wednesday evening in the grand ballroom of the La Salle. Here, in one gala evening, were combined a cocktail hour, a sumptuous dinner of filet mignon, tasteful entertainment and dancing. In addition to the planned activities, there were countless impromptu gatherings throughout the evening, with nurserymen renewing old acquaintances and making new ones.

The program planned by the wives of the directors of the association for the women attending the convention consisted of an afternoon of bridge and canasta at the hotel on Tuesday and a luncheon and a production of "Rigoletto" on Wednesday at the Kungsholm restaurant and puppet opera theater, on Chicago's near north side.

#### State Senator Speaks

On Thursday, January 15, the only event scheduled for the association was a luncheon-meeting at noon. The speaker for the occasion was Senator Roland V. Libonati, representing the 17th senatorial district in the Illinois state legislature.

#### Exhibitors

Exhibitors at the convention included the following:

Chicago Fence & Equipment Co., Chicago, Ill.; Verhalen Nursery Co., Scottsville, Tex.; Nursery Specialty Products, Inc., Eastview, N. Y.; Berryhill Nursery Co., Springfield, O.; D. Hill Nursery Co., Dundee, Ill.; Ra-Pid-Gro Corp., Dansville, N. Y.

Lawnmaker Co., Saginaw, Mich.; E. Goetz Nursery, St. Louis, Mo.; International Commodities, Inc., Minneapolis, Minn.; York Modern Corp., Unadilla, N. Y.; Chas. Adair Co., Chicago Heights, Ill.; Mennes Nurseries, North Tonawanda, N. Y.; Tension Envelope Corp., Kansas City, Mo.

B. H. Bunn Co., Chicago, Ill.; Cloverset Flower Farm, Kansas City, Mo.; Premier Peat Moss Corp., New York, N. Y.; National Ideal Co., Toledo, O.; Jiffy Balling Co., Long Lake, Minn.; J-M Trading Corp., Chicago, Ill.; T. G. Owen & Son, Inc., Columbus, Miss.; George A. Davis, Inc., Chicago.

# COLES

**For Highest Quality  
Best Service**

**Fair Prices**

## TREES — THE COLE SPECIALTY

ALL NURSERY-GROWN IN 7-FOOT ROWS

**Thornless Honey Locust**, 8 to 10 ft., 1 1/4 to 1 1/2-in. cal., 1 1/2 to 1 3/4-in. cal.

**Common Honey Locust**, 1 1/4 to 1 1/2-in. cal., 1 1/2 to 2-in. cal.

**Sugar Maple**, 8 to 10 ft., 1 1/4 to 1 1/2-in. cal., 1 1/2 to 2-in. cal., 2 to 2 1/2-in. cal.

**Silver Maple**, 6 to 8 ft., 8 to 10 ft., 1 1/4 to 1 1/2-in. cal., 6-in. cal. and up, specimens

**Red Maple**, 4 1/4-in. cal. and up, specimens

**Ailanthus**, 6 to 8 ft., 8 to 10 ft., 1 1/2-in. cal.

**Hackberry**, 2 to 4-in. cal.

**Washington Thorn**, 8 to 10 ft., 10 to 12 ft.

**Green Ash**, 8 to 10 ft., 1 1/2 to 2-in. cal., 2 to 3-in. cal.

**London Plane**, 8 to 10 ft., 1 1/4 to 1 1/2-in. cal., 1 1/2 to 2-in. cal., 2 to 2 1/2-in. cal.

**European Mt. Ash**, 1 1/2 to 2-in. cal., 2 to 3-in. cal.

**Transplanted Poplars**, XX, 6 ft. to 2-in. cal.

## TRANSPLANTED SHRUBS IN QUANTITY

Let Us Quote Our Attractive Prices

Green Barberry  
Erect Tru hedge Barberry  
Buddleia, in variety  
Cornus racemosa  
Cotoneaster acutifolia  
Forsythia  
Rose of Sharon, in variety  
Hypericum kalmianum  
Ibota Privet  
New Erect Border Privet  
Regel's Privet  
Lindera benzoin

Pink Tatarian Honeysuckle  
Philadelphus, in variety  
Robinia hispida  
Salix purpurea nana  
Pink Spiraea macrothyrsa  
Spiraea vanhouttei  
Snowberry  
Chenault Coralberry  
Coralberry  
Viburnum, in variety  
Weigela, in variety

Many unlisted items—ask us!  
Complete catalog on request.

Nurserymen since 1881

THE **COLE NURSERY Co.**

PAINESVILLE, OHIO

## SPECIAL SALE NO. 1

We offer **CORNUS FLORIDA RUBRA**, 1/3 cash with order, for Fall, 1953, and Spring, 1954.

|               |                  |
|---------------|------------------|
| 3 to 4 ft.    | \$160.00 per 100 |
| 2 to 3 ft.    | 130.00 per 100   |
| 18 to 24 ins. | 90.00 per 100    |

Let us book your order now at this SPECIAL PRICE.

**SLATTON NURSERY CO.**

McMinnville, Tenn.

Chipman's

**RED RHUBARB**

Large Divisions — Priced Right — Prompt Shipment

**KEELER'S GARDENS**

Sioux Falls, S. D.

## FOR PROMPT ACTION

Send us your Surplus List.

**GROWERS EXCHANGE, Inc.**

P. O. Box 264 FARMINGTON, MICH.

# MAPLE TREES

Good-quality trees at reasonable prices. Supply is limited, so place your order early. Priced F.O.B. McMinnville, Tennessee.

**Sugar or Native Hard Maple**—Slow growing but still considered best shade tree known.

|                        | Per 10  | Per 100 |
|------------------------|---------|---------|
| 6 to 12 ins., Sdigs.   | \$ 0.50 | \$ 2.50 |
| 12 to 18 ins., Sdigs.  | .60     | 3.00    |
| 5 to 6 ft., Branched   | 10.00   | 85.00   |
| 6 to 8 ft., Branched   | 15.00   | 125.00  |
| 8 to 10 ft., Branched  | 20.00   | 175.00  |
| 10 to 12 ft., Branched | 30.00   | 250.00  |

**Silver Maple**—Fastest grower of all Maples. (These seedlings are really nice.)

|                       | Per 10  | Per 100 |
|-----------------------|---------|---------|
| 6 to 12 ins., Sdigs.  | \$ 0.40 | \$ 1.75 |
| 12 to 18 ins., Sdigs. | .50     | 2.50    |
| 18 to 24 ins., Sdigs. | .60     | 3.00    |
| 2 to 3 ft., Sdigs.    | 1.00    | 5.00    |
| 4 to 5 ft., Branched  | 5.00    | 40.00   |
| 5 to 6 ft., Branched  | 6.00    | 50.00   |
| 6 to 8 ft., Branched  | 9.00    | 75.00   |

**Norway Maple**—A handsome ornamental tree.

|                       | Per 10 | Per 100 |
|-----------------------|--------|---------|
| 4 to 8 ins., Sdigs.   | \$0.75 | \$ 4.00 |
| 8 to 12 ins., Sdigs.  | 1.00   | 6.00    |
| 12 to 18 ins., Sdigs. | 1.50   | 10.00   |
| 2 to 3 ft., Sdigs.    | 4.00   | 30.00   |

**Scarlet Maple or Native Red**—Red flowers in spring—green leaves in summer—turning to a beautiful autumn-red in the fall season.

|                        | Per 10  | Per 100 |
|------------------------|---------|---------|
| 6 to 12 ins., Sdigs.   | \$ 0.50 | \$ 2.50 |
| 12 to 18 ins., Sdigs.  | .60     | 3.50    |
| 18 to 24 ins., Sdigs.  | .75     | 3.50    |
| 2 to 3 ft., Sdigs.     | 1.00    | 6.00    |
| 3 to 4 ft., Sdigs.     | 1.50    | 7.50    |
| 4 to 5 ft., Branched   | 5.00    | 40.00   |
| 5 to 6 ft., Branched   | 7.50    | 65.00   |
| 6 to 8 ft., Branched   | 10.00   | 85.00   |
| 8 to 10 ft., Branched  | 17.50   | 135.00  |
| 10 to 12 ft., Branched | 25.00   | 200.00  |

2% discount and packing free if cash accompanies the order.

**BOYD NURSERY CO., INC.**  
McMINNVILLE, TENN.

# EVERGREENS

## CONIFERS

Baker Arborvitae  
Berckmans Arborvitae  
Bonita Arborvitae  
Excelsa Arborvitae  
Newark Arborvitae  
American Arborvitae (Sheared)  
American Pyramids  
American Globes  
Cedrus Deodara  
Juniper, Irish  
Juniperus Andorra  
Juniperus Excelsa Stricta  
Juniperus Fastigiata  
Juniperus Hetzi Glauca  
Juniperus Pfitzeriana Compacta  
Juniperus Pfitzeriana Nana  
Juniperus Pfitzeriana Virginiana  
Juniperus Sabina  
Juniperus Sabina Vonehron  
Juniperus Virginiana Canaerti  
Juniperus Virginiana Dundee  
Juniperus Virginiana Glauca  
Juniperus Virginiana Repandens  
Pinus Nigra  
Pinus Strobus

## BROAD-LEAVED

Abelia  
Barberry, Julianae  
Buxus Harlandi  
Buxus Sempervirens  
Cherry Laurel  
Elaeagnus  
Euonymus Patens  
Ilex Bullata  
Ilex Burfordi  
Ilex Cornuta Femina  
Ilex Opaca East Palatka  
Ilex Rotundifolia  
Ilex Vomitoria  
Ligustrum Lucidum  
Loropetalum Texanum  
Magnolia Glauca  
Magnolia Grandiflora  
Magnolia Nigra  
Magnolia Soulangiana  
Nandina Domestica  
Photinia Serrulata  
Specimen White  
Dogwood B&B

VISIT OUR NURSERY

BE CONVINCED OF OUR QUALITY

**CARTWRIGHT NURSERIES**

COLLIERVILLE, TENN.

Highway 72, East of Memphis

Phone 4352

## EASTERN CONVENTION

[Continued from page 9]

revealed some still more exciting aspects of this treatment. It does not treat by spraying with a chemical. It is entirely an electronic process.

Either a single plant or tree may be treated at a time or a group of plants or trees may be treated.

Mr. Benjamin was asked if it would be possible for a group of nurserymen to run some tests and the speaker said that he would be glad to work with them on such a project with the cost being only that of the operator of the machine plus his living expenses, if the tests were made away from the operator's home.

## Panel Discussions on Advertising

A panel discussion on advertising followed. The subject of advertising is currently of considerable importance and interest to all in the nursery trade. Eugene Muller, DeKalb Nurseries, Norristown, Pa., vice-chairman of region 1 and president of the Pennsylvania Nurserymen's Association, acted as moderator. Mr. Muller stated in his introduction that nurserymen are all conscious of the misleading advertising that has been going on in the industry for some years. Positive action is also being taken by the industry to rectify this.

David J. Cleary, Jr., of Advertising Age magazine, opened the panel by saying that he believed the best way to clean up the advertising situation was for each nurseryman to clean up his own house first. Also, the public should be educated to what the A. A. N. is and what its standards and intentions are. Mr. Cleary believed that it was perfectly in line to sell nursery stock on the so-called 5-and-10-cent-store level, but that such stock should be sold as cheaper merchandise and not misrepresented. Some of the public's gullibility stems from the fact that so many new customers were previously apartment dwellers and are totally ignorant of what is true and what is false. It is up to the nurserymen through good advertising to educate these people.

Charles Walter, of E. M. Frey-stadt Associates, New York city, was the second speaker on the panel. He thought the problem might be attacked from a slightly different angle. There must be some method whereby it would be possible for the nurseryman to state in his advertising exactly what grade and size of plant the customer will receive. He suggested grading the different size plants so the public can accurately compare prices. The newspapers cannot do the verifying because there is not



time for them to do it; however, if they knew something definitely was wrong, they could refuse to accept it. The Better Business Bureau does a good job, but it takes too long to catch misrepresentation or misleading advertising. Furthermore, preventive action is more desirable.

The nurseryman's view was presented by John Kelly, Kelly Bros. Nurseries, Dansville, N. Y. Mr. Kelly believes that now is the time for the A. A. N. to get after the problem and clean up the advertising. He feels nurserymen cannot expect the media to clean it up.

Richard P. White, of the A. A. N., spoke briefly on what is being done by that group in connection with the advertising situation.

At 6 p. m., nurserymen, their wives and guests gathered in the Grand ballroom for the annual reception and get-together. As usual, this was a huge success, giving everyone a splendid opportunity to visit.

#### Thursday Luncheon Meeting

On Thursday, luncheon was served at 12:30 in the North ballroom with Homer K. Dodge, Landscape Service Co., Framingham, Mass., presiding. The luncheon speaker was Morris I. Pickus, founder and president of the Personnel Institute, of New York city. His subject was "The Care and Feeding of Nurserymen."

Mr. Pickus stated that 1953 is the year of "last chance" for American businessmen. Although businessmen will run the country, they must prepare for 1954, when competition will be greater. He asked how many wanted money in 1953. Two men raised their hands and the man in the front row received \$5 from Mr. Pickus!

He stressed the need of an open mind, an absolute necessity to be willing to change. In fact, he introduced a new word, "neophobia," or fear of the new. One of our handicaps is the fear of trying new ideas, new methods, new suggestions.

Mr. Pickus was far from flattering when he came to discuss the lack of imagination on the part of most nurserymen.

He concluded by commenting on a questionnaire on personnel which had been sent out and evaluated by him. He told the nurserymen that the results showed a decided lack of technique in hiring and training personnel.

The afternoon session continued under the auspices of the National Landscape Nurserymen's Association, with a report on the activities of that organization. For one thing, it is no longer necessary to belong to the

## EVERGREENS FOR LANDSCAPING AND SALES LOTS

### In Truck or Car Loads

|                                                                               |        |                                                                      |        |
|-------------------------------------------------------------------------------|--------|----------------------------------------------------------------------|--------|
| <b>GRAFTED JUNIPERS</b> , on Virginia understocks, 3 yrs., have been sheared: |        | <b>JUNIPERS, ARBORVITAE AND HEMLOCKS</b> , on own roots:             |        |
| <i>Juniperus Chinensis Columnaris</i> , Blue (Blue Columnar)                  |        | <i>Juniperus Chinensis Pfitzeriana</i> (Pfitzer Juniper)             |        |
| Each                                                                          |        | Each                                                                 |        |
| 3 to 4 ft.                                                                    | \$4.50 | 24 to 30 ins.                                                        | \$2.50 |
| 30 to 36 ins.                                                                 | 3.50   | 18 to 24 ins.                                                        | 2.00   |
| <i>Juniperus Chinensis Columnaris Viridis</i> (Green Columnar)                |        | <i>Juniperus Chinensis Pfitzeriana Glauca</i> (Blue Pfitzer Juniper) |        |
| 3 to 4 ft.                                                                    | 3.50   | 30 to 36 ins.                                                        | 3.50   |
| 30 to 36 ins.                                                                 | 3.00   | 24 to 30 ins.                                                        | 2.75   |
| <i>Juniperus Chinensis Masculata</i>                                          |        | 18 to 24 ins.                                                        | 2.25   |
| 3 to 4 ft.                                                                    | 3.50   | <i>Juniperus Communis Ashfordi</i> (Ashford Juniper)                 |        |
| 30 to 36 ins.                                                                 | 3.00   | 5 to 6 ft.                                                           | 3.50   |
| <i>Juniperus Virginiana Burki</i> (Burk Red Cedar)                            |        | 4 to 5 ft.                                                           | 3.00   |
| 5 to 6 ft.                                                                    | 6.00   | 3 to 4 ft.                                                           | 2.50   |
| 4 to 5 ft.                                                                    | 5.00   | 30 to 36 ins.                                                        | 2.00   |
| 3 to 4 ft.                                                                    | 4.00   | 24 to 30 ins.                                                        | 1.50   |
| 30 to 36 ins.                                                                 | 3.50   | <i>Juniperus Communis Hibernica</i> (Irish Juniper)                  |        |
| <i>Juniperus Virginiana Canaerti</i> (Canaert Red Cedar)                      |        | 5 to 6 ft.                                                           | 2.75   |
| 4 to 5 ft.                                                                    | 5.00   | 4 to 5 ft.                                                           | 2.00   |
| 3 to 4 ft.                                                                    | 4.00   | 3 to 4 ft.                                                           | 1.50   |
| 30 to 36 ins.                                                                 | 3.50   | <i>Juniperus Communis Kiyonoi</i> (Columnar Form of Communis)        |        |
| <i>Juniperus Virginiana Hilli</i> (Hill's Dundee)                             |        | 6 to 8 ft.                                                           | 3.50   |
| 3 to 4 ft.                                                                    | 4.00   | 5 to 6 ft.                                                           | 3.00   |
| 30 to 36 ins.                                                                 | 3.50   | 4 to 5 ft.                                                           | 2.50   |
| <i>Juniperus Virginiana Glauca</i> (Silver Red Cedar)                         |        | 3 to 4 ft.                                                           | 2.00   |
| 4 to 5 ft.                                                                    | 5.00   | <i>Juniperus Excelsa</i> (Greek Juniper)                             |        |
| 3 to 4 ft.                                                                    | 4.00   | 3 to 3 1/2 ft.                                                       | 3.00   |
| 30 to 36 ins.                                                                 | 3.50   | 30 to 36 ins.                                                        | 2.50   |
| <i>Juniperus Virginiana Keteleeri</i> (Keteleer Red Cedar)                    |        | 24 to 30 ins.                                                        | 2.00   |
| 5 to 6 ft.                                                                    | 5.50   | 18 to 24 ins.                                                        | 1.50   |
| 4 to 5 ft.                                                                    | 4.50   | <i>Thuja Orientalis Aurea Nana</i> (Berckmans Golden Arborvitae)     |        |
| 3 to 4 ft.                                                                    | 4.00   | 24 to 30 ins.                                                        | 2.00   |
| 30 to 36 ins.                                                                 | 3.00   | 18 to 24 ins.                                                        | 1.50   |
| <b>MISCELLANEOUS:</b>                                                         |        | 15 to 18 ins.                                                        | 1.25   |
| <i>Cedrus Deodara</i> (Deodar Cedar)                                          |        | <i>Thuja Orientalis Bakeri</i>                                       |        |
| 4 to 5 ft.                                                                    | 3.50   | <i>Thuja Orientalis Excelsa</i>                                      |        |
| 3 to 4 ft.                                                                    | 2.50   | Full and well-formed.                                                |        |
| 2 to 3 ft.                                                                    | 2.00   | 5 to 6 ft.                                                           | 3.75   |
| <i>Nandina Domestica</i> (Nandina)                                            |        | 4 to 5 ft.                                                           | 2.75   |
| Bushy, well-berried.                                                          |        | 3 to 4 ft.                                                           | 2.00   |
| 3 1/2 to 4 ft.                                                                | 2.75   | 30 to 36 ins.                                                        | 1.50   |
| 3 to 3 1/2 ft.                                                                | 2.25   | <i>Tsuga Canadensis</i> (Canada Hemlock)                             |        |
| 30 to 36 ins.                                                                 | 1.75   | Sheared and compact.                                                 |        |
| 24 to 30 ins.                                                                 | 1.50   | 3 to 3 1/2 ft.                                                       | 4.00   |
| <i>Pyracantha Lalandi</i> (Laland Firethorn)                                  |        | 2 1/2 to 3 ft.                                                       | 3.50   |
| Well-branched.                                                                |        | Add 10% for less than truck or car load—                             |        |
| 6 to 7 ft.                                                                    | 3.50   | crating extra, at cost. Terms: cash, except                          |        |
| 5 to 6 ft.                                                                    | 3.00   | to those who have established credit with                            |        |
| 4 to 5 ft.                                                                    | 2.50   | us.                                                                  |        |
| 3 to 4 ft.                                                                    | 2.00   | Send for list of liners bedded and from                              |        |
|                                                                               |        | 2 1/4-in. pots.                                                      |        |

## FRASER NURSERIES, INC.

P. O. Box 465

Birmingham 1, Ala.



J. R. Boyd, President      John T. Boyd, Vice-president  
H. B. Stubblefield, Supt.

# FOREST NURSERY CO.

McMinnville, Tenn.

Established 1887

Long Distance Phone No. 234

Growers and Wholesale Dealers

SHRUBS, FOREST and SHADE TREES,  
EVERGREENS, VINES and CREEPERS

Trade list mailed on request.

## LINER LIST

AVAILABLE FOR SPRING DELIVERY

All in 2½-in. pots except where otherwise specified. Prices F.O.B. nursery; packing at cost.

|                                                                                                                                                                       |         |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| ABELIA                                                                                                                                                                | Per 100 |
| CHERRY LAUREL                                                                                                                                                         | \$12.50 |
| CHINESE BOXWOOD                                                                                                                                                       | 13.50   |
| CLEYERA                                                                                                                                                               | 17.50   |
| GARDENIA MYSTERY, heavy,                                                                                                                                              |         |
| 3-in. pots                                                                                                                                                            | 17.50   |
| GARDENIA RADICANS                                                                                                                                                     | 10.00   |
| ILEX BULLATA                                                                                                                                                          | 17.50   |
| ILEX BURFORDI                                                                                                                                                         | 20.00   |
| ILEX COMPACTA                                                                                                                                                         | 15.00   |
| ILEX CORNUTA                                                                                                                                                          | 20.00   |
| ILEX EAST PALATKA                                                                                                                                                     | 15.00   |
| ILEX HOWARDI                                                                                                                                                          | 20.00   |
| ILEX MICROPHYLLA                                                                                                                                                      | 17.50   |
| ILEX OPACA                                                                                                                                                            | 20.00   |
| ILEX VOMITORIA                                                                                                                                                        | 20.00   |
| ILICUM                                                                                                                                                                | 12.50   |
| JASMINUM                                                                                                                                                              | 10.00   |
| LIGUSTRUM                                                                                                                                                             | 10.00   |
| MAGNOLIA FUSCATA                                                                                                                                                      | 15.00   |
| PHOTINIA GLABRA                                                                                                                                                       | 17.50   |
| PHOTINIA SERULATA                                                                                                                                                     | 15.00   |
| PITTOSPORUM                                                                                                                                                           | 15.00   |
| VIBURNUM ODORATISSIMUM                                                                                                                                                | 12.50   |
| VIBURNUM TINUS                                                                                                                                                        | 15.00   |
| CAMELLIAS, heavy, name variety, 3-in. pots for landscape and understock                                                                                               | 30.00   |
| CAMELLIAS, heavy, standard varieties, 3-in. pots                                                                                                                      | 40.00   |
| CAMELLIA SARANQUA, standard variety, 3-in. pots                                                                                                                       | 20.00   |
| CAMELLIA SARANQUA, choice varieties, 3-in. pots                                                                                                                       | 35.00   |
| AZALEA LINERS, flat-grown, in popular varieties: Snow, Pink Pearl, Salmon Beauty, Coral Belle, Hinode-girl, Hexe. Sold in lots of 50 and 100 per variety at 10c each. |         |

Send your want list to us.

**CAROLINA FLORAL**  
Route 9 **NURSERY** Box 95  
NAVAL BASE, SOUTH CAROLINA

## PFITZER JUNIPER LINERS

In wood plant bands.

Packed upright in open-top crates. Not necessary to unpack. Will continue to grow.

|               |      |
|---------------|------|
| 6 to 8 ins.   | 14½c |
| 8 to 10 ins.  | 20c  |
| 10 to 12 ins. | 26c  |

Prices are for total order of 300 or more. Less than 300, 2c more per plant.

Also Golden Pfitzer, Greek, Andorra, Ashford and Procumbens Junipers; Taxus Cuspidata, and Taxus Capitata.

See our classified ad.

Book your order for spring.

**McIninch Greenhouses**  
St. Joseph, Mo.

## AZALEAS

Broad-leaved Evergreens and a general line of quality ornamentals.

**THE TANKARD NURSERIES**  
EXMORE, VA.

A. A. N. to become a member of the N. L. N. A. This new ruling was made at Detroit last summer.

The first speaker of the afternoon was Prof. Lester A. Collins, chairman of the department of landscape architecture, graduate school of design, Harvard University. The subject was "Planting Design Around the Modern Home" and was illustrated with a number of colored slides. Professor Collins stated that a chief problem of contemporary architecture is how to plant. First, a feeling for vertical lines is lacking—houses are layer upon layer. In order to cover this deficiency, plants should be selected according to color, texture, form and motion.

Additional factors are whether the general style of the building is formal or informal; whether the planting is to be balanced or asymmetrical. Professor Collins made the interesting comment that outdoor space is of prime interest and used as an example the Oriental house, which is considered as forming a unit with the garden, regardless of the size of each, and which is planted with an eye to simplicity. There is a tendency in this country to overplant.

### Color Slides of Foreign Gardens

Professor Collins used slides of gardens in Egypt, China, France and England to show the background for the modern gardens. By means of his slides he showed the use of Flutex glass, a corrugated clear glass used to disperse small rivulets of running water for water effects. This gives the double effect of motion and coolness.

The panel discussion on the selection and arrangement of plants around the modern home, with Homer K. Dodge as moderator, proved to be interesting, and a lively question and answer period followed it. Allan Dalsimer suggested the use of birch trees with low taxus underplantings for treatment of corners. He also advocated using paving for areas where grass will not do well. He suggested, too, that several small trees be used instead of one larger specimen.

Vincent N. Merrill, Shurcliff & Shurcliff, landscape architects at Boston, Mass., stressed the need for greater simplicity in the design of planting. "It is characteristic of contemporary design that there is a sense of flow, a freedom from rules, a quality of drama too often lacking in the more static traditional design. Since planting design seldom exists apart from architecture, it is vital that it partake of the qualities of the design which it is supposed to enhance or complement." Mr. Merrill

## EVERGREENS AND FLOWERING SHRUBS

|                                         |        |         |          |
|-----------------------------------------|--------|---------|----------|
| <b>Tsuga Canadensis and Ilex Opaca</b>  |        |         |          |
| 6 to 8 ins.                             | Per 10 | Per 100 | Per 1000 |
| 2-yr., T.                               | \$1.50 | \$12.00 | \$100.00 |
| 8 to 12 ins.                            |        |         |          |
| 2-yr., T.                               | 2.00   | 17.00   | 150.00   |
| 12 to 18 ins.                           |        |         |          |
| 2-yr., T.                               | 3.00   | 25.00   |          |
| <b>Hydrangea Paniculata Grandiflora</b> |        |         |          |
| 6 to 12 ins.                            |        |         |          |
| 1-yr., C.                               | .80    | 7.00    | 60.00    |
| 12 to 18 ins.                           |        |         |          |
| 1-yr., C.                               | .95    | 8.50    | 75.00    |
| <b>Spiraea Vanhouttei</b>               |        |         |          |
| 6 to 12 ins.                            |        |         |          |
| 1-yr., C.                               | .40    | 3.50    | 30.00    |
| 12 to 18 ins.                           |        |         |          |
| 1-yr., C.                               | .70    | 6.00    | 50.00    |
| 18 to 24 ins.                           |        |         |          |
| 1-yr., C.                               | .95    | 8.50    | 75.00    |
| <b>Cornus Florida</b>                   |        |         |          |
| 2 to 3 ft., light br.                   | 2.50   | 20.00   | 18.00    |
| 2 to 3 ft., heavy br.                   | 5.00   | 40.00   |          |

## NATIVE TREES AND EVERGREENS

Acer Rubrum, Acer Saccharum and Cercis Canadensis

|                      |        |         |          |
|----------------------|--------|---------|----------|
|                      | Per 10 | Per 100 | Per 1000 |
| 4 to 5 ft., well br. | \$4.50 | \$40.00 |          |
| 5 to 6 ft., well br. | 4.00   | 55.00   |          |
| 6 to 8 ft., well br. | 7.50   | 70.00   |          |

Rhododendron Maximum, Kalmia Latifolia, Ilex Opaca, Tsuga Canadensis.

|                   |      |         |
|-------------------|------|---------|
| 3 to 6 ins., S.   | 2.50 | \$20.00 |
| 6 to 9 ins., S.   | 3.50 | 30.00   |
| 9 to 12 ins., S.  | 5.50 | 50.00   |
| 12 to 18 ins., S. | 7.00 | 65.00   |

Samples on request. Terms: Cash with order, please.

## CUMBERLAND PLATEAU NURSERY

Route 1 CROSSVILLE, TENN.

## FINISHED STOCK & LINERS

## LAIRD'S NURSERIES

Route 2  
RICHMOND, VA.  
5 mi. west of city  
on Broad St. Road

## MAGNOLIA SOULANGEANA

Two-year, heavy-rooted, bed-grown liners. These are ready for shipment now and until February 1. Order now as our supply will be depleted by February 1.

|                             |        |         |
|-----------------------------|--------|---------|
|                             | Per 10 | Per 100 |
| 8 to 12 ins., 2-yr. liners  | \$3.50 | \$30.00 |
| 12 to 18 ins., 2-yr. liners | 4.00   | 35.00   |
| 18 to 24 ins., 2-yr. liners | 4.50   | 40.00   |

## BLACKWELL NURSERIES, INC.

SEMMES, ALA.  
Wholesale Only

**Wight NURSERIES**  
CAIRO, GEORGIA • SINCE 1887  
"WIGHT GROWN MEANS GROWN RIGHT"

warned against overplanting, but at the same time pointed out that some designers lean too far in the opposite direction—leaving such a functional, practical and uncluttered appearance that it looks harsh. Mr. Merrill suggested that frequently a more desirable effect is achieved by using only one or two varieties of plants instead of a number of varieties. He warned that there has been, perhaps, a tendency on the part of some landscape architects and landscape nurserymen to stick in what is easiest to handle or to sell. However, he said, with the garden club movement growing and attracting the interest of both ladies and men, "it behooves us landscape nurserymen, landscape architects and plant growers to keep ahead of them, to guide their tastes, to design plantings for them which will lead them to recommend us to their friends and remember us in their prayers."

Harold D. Stevenson, landscape designer for Bay State Nurseries, Inc., North Abington, Mass., believes the basic principle of any good landscape work is unity—unity of size, of form, of color and of texture. He pointed out that three poorly selected plants can produce discord but 50 well-selected plants can create a symphony. He believes that good planting results from a knowledge of plant material, artistic ability in arrangement and application of good common sense. He advocated the use of slow-growing material, especially close to the house. Some of the plants he likes especially for the modern home are *Taxus repandens*, dwarf hinoki cypress, small *ilex*, evergreen types of *euonymus*, espaliered *pyracantha* forms, Japanese maples, dogwoods, *laburnum*, birch, *oxydendrom*, *Malus scheideckeri* and *parkmani*. For planting on walls, he prefers *Hydrangea petiolaris*. A plant does not have to be symmetrical to be useful; sometimes a crooked arching tree can do more to give an interesting and individual touch.

The afternoon program closed with an illustrated talk by Dr. Joseph E. Howland, garden editor of *House Beautiful* magazine, on "Some Good Examples of Modern Planting." He showed pictures of the Pace Setter house, at Bronxville, N. Y., and some of walled-in gardens, showing their modern treatment.

#### Annual Plant Forum

For several years now the convention has presented an informal plant forum, and each year the interest in this part of the convention program has increased. Jesse R. S. Flory, of

[Continued on page 48]

| CERCIS CANADENSIS (American Redbud)           |  | Per 10 | Per 100 |
|-----------------------------------------------|--|--------|---------|
| 4 to 5 ft.                                    |  | \$5.50 | \$50.00 |
| 3 to 4 ft.                                    |  | 4.50   | 40.00   |
| 2 to 3 ft.                                    |  | 4.00   | 35.00   |
| SILVERLEAF MAPLE                              |  |        |         |
| 6 to 8 ft.                                    |  | 8.00   | 75.00   |
| 5 to 6 ft.                                    |  | 7.00   | 65.00   |
| LIRIODENDRON TULIPIFERA (Tulip Tree)          |  |        |         |
| 6 to 8 ft.                                    |  | 8.00   | 75.00   |
| 5 to 6 ft.                                    |  | 7.00   | 65.00   |
| 4 to 5 ft.                                    |  | 6.50   | 60.00   |
| CHINESE ELM                                   |  |        |         |
| 3 to 4 ft.                                    |  | 4.00   | 35.00   |
| 2 to 3 ft., sdgs.                             |  |        | 6.00    |
| 18 to 24 ins., sdgs.                          |  |        | 4.00    |
| RED-FLOWERING PEACH                           |  |        |         |
| 1 1/16-in. cal., 4 to 5 ft.                   |  | 6.00   | 55.00   |
| 9/16-in. cal., 3 to 4 ft.                     |  | 5.50   | 50.00   |
| 3 to 4 ft.                                    |  | 5.00   | 45.00   |
| CRAPE MYRTLE, Red                             |  |        |         |
| 2 to 3 ft.                                    |  | 3.50   | 30.00   |
| CYDONIA JAPONICA RUBRA                        |  |        |         |
| 2 to 3 ft.                                    |  | 4.50   | 40.00   |
| 18 to 24 ins.                                 |  | 4.00   | 35.00   |
| RED-LEAVED BARBERRY, Tr.                      |  |        |         |
| 15 to 18 ins., well-br.                       |  | 4.50   | 40.00   |
| 12 to 15 ins., well-br.                       |  | 4.00   | 35.00   |
| ALTHAEA, Double<br>(Red, Purple, Pink, White) |  |        |         |
| 3 to 4 ft.                                    |  | 3.50   | 30.00   |
| 2 to 3 ft.                                    |  | 3.00   | 25.00   |
| WISTARIA, Grafted, No. 1                      |  | 4.50   |         |
| HYDRANGEA P. G.                               |  |        |         |
| 2 to 3 ft.                                    |  | 3.50   | 30.00   |
| 18 to 24 ins.                                 |  | 3.00   | 25.00   |
| MIMOSA, Dark Red                              |  |        |         |
| 4 to 5 ft.                                    |  | 4.00   | 35.00   |
| 3 to 4 ft.                                    |  | 3.00   | 25.00   |
| MIMOSA, Pink                                  |  |        |         |
| 4 to 5 ft.                                    |  | 3.50   | 30.00   |
| 3 to 4 ft.                                    |  | 2.50   | 20.00   |
| CHERRY, SWEET (Black Tartarian)               |  |        |         |
| 7/16-in. cal.                                 |  |        | 40.00   |
| 2 to 3 ft.                                    |  |        | 30.00   |

## SLATTON NURSERY COMPANY

Box 149

McMINNVILLE, TENN.

### We Offer

#### OUR USUAL SUPPLY OF NURSERY STOCK

|       |        |         |
|-------|--------|---------|
| Apple | Peach  | Pear    |
| Plum  | Cherry | Apricot |
| Figs  | Grapes | Pecans  |

June Bud Peach  
Japanese Persimmon  
Ornamental and Shade Trees

Send us your want list;  
write for prices.

**COMMERCIAL NURSERY CO.**

Nicholson Bros. DECHERD, TENN.

### Attention Southern and Southwestern Dealers!

#### PACKAGED ROSEBUSHES Field-Fresh!

TWO beautiful packages, ROYAL ROSE and RANCH HOUSE ROSE. Triple-ply moistureproof bags, machine-packed. AARS winners and standard varieties. Dependable wholesale grower for 30 years. Write for PRICES AND STOCK LIST—use business letterhead, please!

**ARP NURSERY CO.**  
Box 867-R  
TYLER, TEXAS





# Only Cloverset MAKES TE

Better because . . . THE



This is an actual unretouched photograph of various plants and shrubs that have been in Cloverset pots for seven months.



THIS EXCLUSIVE FEATURE insures healthy, growing plants. The bottom tabs on all Cloverset Pots seal in place after first watering, leaving correct opening for proper drainage.

## CLOVERSET HELPS YOU BUILD A BIGGER CASH-AND-CARRY BUSINESS

Being practical nurserymen ourselves, we know the problems that face the modern nursery and are happy to pass along information that will be of value to you. New ideas and practical suggestions are sent to our pot users frequently in our bulletin, "Cloverset Pot Shots," and we are happy to answer all correspondence about handling and selling potted plants. In addition we provide the following material:

**FREE NEWSPAPER AD MATS** for attractive and forceful business-getting ads in your local paper . . .

**"CULTURAL DIRECTIONS" FOLDERS** such as we give our own customers when they purchase Cloverset potted plants . . .

**FREE POTTING GUIDE** giving the whole story of how we handle our potting operations and sell our plants.

**FREE ILLUSTRATED WALL CHARTS** for potting-shed workers, giving full instructions for successful potting, handling and displaying potted plants.

(SEE COUPON AT BOTTOM OF OPPOSITE PAGE)



*Put Your Stock in  
Cloverset Pots!*

\*PATENT NUMBER 2073695

### ORDER CLOVERSET POTS FROM ANY OF THE FOLLOWING:

#### ILLINOIS

HOME NURSERY GREENHOUSES, INC.  
Edwardsville, Ill.  
VAUGHAN'S SEED CO.  
601 W. Jackson, Chicago 6

#### INDIANA

HILLSDALE LANDSCAPE CO.  
R.R. 13, Box 185, Indianapolis, Ind.

#### KANSAS

WILLIS NURSERY CO.  
Ottawa, Kan.  
WICHITA STONEWARE CO.  
1945 E. Pawnee, Wichita

#### MICHIGAN

GROWERS EXCHANGE, INC.  
Grand River & Drake Rd., Farmington, Mich.

#### MINNESOTA

RUEDLINGER NURSERY  
8729 W. 35th, St. Louis  
Park, Minneapolis 16

#### MISSOURI

A. H. HUMMERT SEED CO.  
2746-48 Chouteau Ave., St. Louis 3, Mo.  
CLOVERSET FLOWER FARM  
105th & Wornall Rd., Kansas City 5, Mo.

#### NEW JERSEY

N. J. FARM SUPPLY COOP.  
449 Market St., East Paterson, N. J.

#### NEW JERSEY, cont.

MOORESTOWN GARDENS, INC.  
Moorestown, Burlington County, N. J.  
SOMERSET NURSERY  
P. O. Box 608, New Brunswick, N. J.

#### NEW YORK

JACKSON & PERKINS CO.  
Newark, N. Y.

#### OHIO

BURWELL NURSERIES CO.  
4060 E. Main St., Columbus 13, Ohio

#### OREGON

PORTLAND WHOLESALE NURSERY CO.  
308 S.E. 12th St., Portland

(Consult your local distributor for prices, which will be F.O.B. his location)

SOME TERRITORIES OPEN — INQUIRIES INVITED

# THE BETTER HEAVYWEIGHT POT

## THEY KEEP THE ROOTS SAFELY INSIDE THE POT!

Every nurseryman knows that damaged feeder roots mean inferior plants—and that healthy roots safely embedded in good fertile soil produce lively plants that are sure to thrive. That's why we strongly recommend the heavyweight Cloverset pot for ALL stock (except that which you know will have an immediate turnover) because only the heavy pot will surely keep the roots contained through potting, standing in frames or display gardens and through setting-out at home by possibly inexperienced hands. These Cloverset pots are tough enough to do the job RIGHT but still easy for the customer to remove, and plants will continue to thrive even when left in the pots for an indefinite time. We know from long experience that, with our heavyweight pots, you can safely GUARANTEE your stock to grow.



ACTUAL UNRETOUCHED PHOTOGRAPH of a Hardy Chrysanthemum which has been in its pot for a full 7 months.

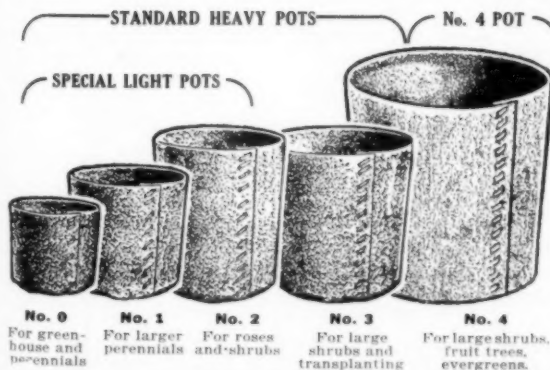
### WE ALSO MAKE A LIGHTWEIGHT POT

especially for quick-sale merchandise, priced as low as twenty-five dollars a thousand. Made of the same type material as the heavyweight pot, but not quite as thick, it still provides all the other features of the original Cloverset pot and is an excellent choice for stock which has a quick turnover.

### CLOVERSET POT PRICES F. O. B. KANSAS CITY, MO.

| TYPE                                              | Height     | Top Diam. | Nearest Clay Pot | Approx. Weight | PRICE   |         |          |
|---------------------------------------------------|------------|-----------|------------------|----------------|---------|---------|----------|
| (Packed 100 in carton; 300 or more at 1000 price) |            |           |                  |                | Per 100 | Per 500 | Per 1000 |
| <b>STANDARD HEAVY</b>                             |            |           |                  |                |         |         |          |
| No. 0                                             | 5 1/2 ins. | 5 ins.    | 6 ins.           | 30 lbs.        | \$3.25  | \$30.00 | \$30.00  |
| No. 1                                             | 6 1/2 ins. | 6 ins.    | 7 ins.           | 50 lbs.        | 4.50    | 42.50   | 42.50    |
| No. 2                                             | 7 1/2 ins. | 7 ins.    | 8 ins.           | 74 lbs.        | 5.00    | 47.50   | 47.50    |
| No. 3                                             | 9 ins.     | 8 ins.    | 9 ins.           | 82 lbs.        | 5.50    | 52.50   | 52.50    |
| (Packed 25 in carton)                             |            |           |                  |                | Per 100 | Per 25  | Per 50   |
| No. 4                                             | 13 ins.    | 12 ins.   |                  | 130 lbs.       | \$23.75 | \$7.00  | \$13.25  |
| (Packed 300 in carton)                            |            |           |                  |                | Per 200 | Per 50  | Per 1000 |
| <b>SPECIAL LIGHT</b>                              |            |           |                  |                |         |         |          |
| No. 0                                             | 5 1/2 ins. | 5 ins.    | 6 ins.           | 25 lbs.        | \$5.50  | \$25.00 | \$25.00  |
| No. 1                                             | 6 1/2 ins. | 6 ins.    | 7 ins.           | 40 lbs.        | 7.50    | 35.00   | 35.00    |
| No. 2                                             | 7 1/2 ins. | 7 ins.    | 8 ins.           | 60 lbs.        | 8.50    | 40.00   | 40.00    |

## BETTER POTS— BETTER PLANTS— BETTER PROFITS!



Cloverset Flower Farm, Dept. A  
105th & Wornall Rd., Kansas City 5, Mo.

ALL SENT  
POSTPAID

Please send the following: I enclose \_\_\_\_\_ c.

- ☐ Sample set of 8 Cloverset Pots @ 50c. (Limit one)
- ☐ Free illustrated wall chart.
- ☐ Free potting guide, "How to Sell Plants in Cloverset Pots for Profits."
- ☐ Free folder about newspaper ad mats.
- ☐ Information about "Cultural Directions" folders.

NAME \_\_\_\_\_

FIRM \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

ZONE \_\_\_\_\_ STATE \_\_\_\_\_


### SHADE TREES AND FOREST TREE SEEDLINGS

| ACER DASYCARPUM, Silver Maple       |        |         |  |
|-------------------------------------|--------|---------|--|
|                                     | Per    | Per     |  |
|                                     | 100    | 1000    |  |
| 4 to 6 ins., S.                     | \$1.50 | \$10.00 |  |
| 6 to 12 ins., S.                    | 2.00   | 15.00   |  |
| 12 to 18 ins., S.                   | 2.50   | 20.00   |  |
| ACER RUBRUM, Red or Scarlet Maple   |        |         |  |
| 4 to 6 ins., S.                     | 1.50   | 10.00   |  |
| 6 to 12 ins., S.                    | 2.00   | 15.00   |  |
| 12 to 18 ins., S.                   | 2.50   | 20.00   |  |
| 18 to 24 ins., S.                   | 3.50   | 27.50   |  |
| ACER SACCHARUM, Sugar or Hard Maple |        |         |  |
| 4 to 6 ins., S.                     | 1.50   | 10.00   |  |
| 6 to 12 ins., S.                    | 2.00   | 15.00   |  |
| 12 to 18 ins., S.                   | 2.50   | 20.00   |  |
| CERCIS CANADENSIS, Redbud           |        |         |  |
| 4 to 6 ins., S.                     | 2.00   | 15.00   |  |
| 6 to 12 ins., S.                    | 2.50   | 20.00   |  |
| 12 to 18 ins., S.                   | 4.00   | 30.00   |  |
| LIRIODENDRON TULIPIFERA, Tulip Tree |        |         |  |
| 4 to 6 ins., S.                     | 1.00   | 7.50    |  |
| 6 to 12 ins., S.                    | 1.50   | 10.00   |  |
| 12 to 18 ins., S.                   | 2.00   | 15.00   |  |
| 18 to 24 ins., S.                   | 2.50   | 20.00   |  |
| 2 to 3 ft., S.                      | 3.00   | 25.00   |  |
| ULMUS AMERICANA, American Elm       |        |         |  |
| 4 to 6 ins., S.                     | .75    | 5.00    |  |
| 6 to 12 ins., S.                    | 1.00   | 7.00    |  |
| 12 to 18 ins., S.                   | 2.00   | 15.00   |  |
| ULMUS PUMILA, Chinese Elm           |        |         |  |
| 6 to 12 ins., S.                    | 1.50   | 10.00   |  |

### SCARCE ITEMS FLOWERING TREES

| PRUNUS NEWPORT, Improved Purple Leaf Plum. Supply limited.                                                        |        |         |  |
|-------------------------------------------------------------------------------------------------------------------|--------|---------|--|
|                                                                                                                   | Per 10 | Per 100 |  |
| 12 to 18 ins.                                                                                                     | \$2.50 | \$20.00 |  |
| 18 to 24 ins.                                                                                                     | 3.00   | 25.00   |  |
| 2 to 3 ft.                                                                                                        | 4.00   | 30.00   |  |
| RED-FLOWERING WEEPING PEACH. Red flowers with graceful weeping habit of growth. New specialty.                    |        |         |  |
| 6 to 12 ins.                                                                                                      | 2.00   | 15.00   |  |
| 12 to 18 ins.                                                                                                     | 2.50   | 20.00   |  |
| 18 to 24 ins.                                                                                                     | 3.00   | 25.00   |  |
| RED LEAF PEACH. This new fruiting and flowering peach has been a sales builder for catalog and mail-order houses. |        |         |  |
| 12 to 18 ins., June Buds.                                                                                         | 2.00   | 15.00   |  |
| 18 to 24 ins., June Buds.                                                                                         | 2.50   | 20.00   |  |

**GLOBE NURSERIES**  
McMINNVILLE, TENN.



**ROSES MEAN PROFITS!**  
**CO-OPERATIVE**  
**MEANS**  
**PLUS PROFITS!**

ROSES are the American Family's most favored garden plant.

ROSES, in an average year, sell upward to 20,000,000 bushes.

If you haven't sold roses before, we'd like you to let us prove what they can do for you as a change-of-pace, traffic building, high-profit promotion.

**CO-OPERATIVE ROSE GROWERS**  
P. O. Box 808 • Tyler, Texas

### MORNING STAR NURSERY

Rives, Tennessee  
Wholesale Growers  
Evergreens, Trees  
Deciduous Shrubs, Roses  
Send us your want list



**SEMME'S**  
**NURSERIES**

AZALEAS - CAMELLIAS  
and other choice evergreens

Wholesale Catalog SEMMES, ALA.

### PRONOUNCING DICTIONARY of Plant Names

64 pages, 3000 names, 25¢ per copy  
American Nurseryman Chicago 4.

LaBars' Rhododendron Nursery, arranged the panel this year and Dr. Donald D. Wyman, Arnold Arboretum, acted as moderator and introduced the subject, "Plants Suitable for Use with the 1-story Home." He stressed the fact that many of the landscape architects and building architects have been resorting to use of artificial adornment about the house instead of using nature's own material. Therefore, he felt that the subject of plants suitable for the 1-story home was much in order. He suggested use of new plants, one of these a variety of ilex now growing at Arnold Arboretum—it has the crenata's small leaves but it also has red berries.

Owen Schmidt, of F. D. Moore & Sons, Narberth, Pa., talked about the character of dwarf trees—the smaller shade trees and flowering trees, such as crab apple, dogwood and amelan-chier. He believes that the irregular-growth plants have a definite place in the 1-story home planting.

Arthur Murphy, landscape architect for the New York city park department, feels that the very nature of the 1-story house demands dwarf plants—both deciduous and evergreen. He urged use of spreading taxus, small-leaved hollies and ground covers.

### Hardiness of Dwarf Shrubs

Dr. John F. Corman, of the department of floriculture and ornamental horticulture, Cornell University, Ithaca, N. Y., stressed the hardiness of dwarf shrubs. Among others, he mentioned Deutzia gracilis as a much-overlooked plant suitable for 1-story houses.

Edwin H. Costich, of Hicks' Nursery, Inc., Westbury, L. I., N. Y., contributed not only information on desirable broad-leaved evergreens for the 1-story home but delightful humor throughout the forum. The discussion period which followed the original talks brought many interesting facts to light, including unusual and new hybrid types of plants that are not generally known.

The enthusiasm ran so high that, even after Dr. Wyman adjourned the meeting, small groups continued the discussion until the hotel attendant had to turn off the lights shortly after 11 p. m. so as to prepare the room for the next day's meetings.

On Friday morning, the New England Nurserymen's Association served free coffee and doughnuts to the convention.

The morning program opened with the meeting of the board of delegates of region 1, A. A. N. The

### NATIVE TREE SEEDLINGS

| Per 100 Per 1000                      |         |          |  |
|---------------------------------------|---------|----------|--|
| ACER RUBRUM (Red Maple)               |         |          |  |
| 3 to 4 ft.                            | \$15.00 | \$125.00 |  |
| 4 to 6 ft., branched.                 | 50.00   |          |  |
| 6 to 8 ft., branched.                 | 90.00   |          |  |
| ACER SACCHARUM (Sugar Maple)          |         |          |  |
| 6 to 12 ins.                          | 2.00    | 15.00    |  |
| 12 to 18 ins.                         | 2.50    | 25.00    |  |
| CARPINUS CAROLINIANA (Hornbeam)       |         |          |  |
| Understock grafting                   |         |          |  |
| grade                                 | 3.50    | 30.00    |  |
| CHIONANTHUS VIRGINICUS (White Fringe) |         |          |  |
| 18 to 24 ins.                         | 20.00   |          |  |
| 2 to 3 ft.                            | 30.00   |          |  |
| CLADRASTIS LUTEA (Yellowwood)         |         |          |  |
| 6 to 12 ins.                          | 7.50    |          |  |
| 12 to 18 ins.                         | 10.00   |          |  |
| NATIVE EVERGREENS                     |         |          |  |
| ILEX OPACA (American Holly)           |         |          |  |
| Understock grafting                   |         |          |  |
| grade                                 | 6.00    | 50.00    |  |
| JUNIPERUS VIRGINIANA (Red Cedar)      |         |          |  |
| Understock grafting                   |         |          |  |
| grade                                 | 5.00    | 40.00    |  |

Write for our spring list, now ready.

**O. H. PERRY NURSERY CO.**

Box 545 McMinnville, Tenn.  
Phone 375-X or 3902

**Broad-leaved  
Coniferous Evergreens  
Deciduous Magnolias**

Write for complete price list.

**T. G. OWEN & SON, INC.**  
Columbus Mississippi

### VERHALEN'S TREAT THEIR BURLAP WITH BURLAST

No more reburlapping for  
their customers!

**VERHALEN NURSERY CO.**  
Scottsville, Tex.

### CHINESE CHESTNUT TREES

Seedlings Grafted Trees

We offer only the Peter Liu strain of Chinese Chestnut trees which produced the Nanking, Meiling and Kuling varieties. We give you the advantage in price of our long growing season and cheap labor in addition to the proven quality of our trees. Your inquiries are invited.

**LEELAND FARMS**

Leesburg Georgia

### Old English BOXWOOD

(Wholesale Only)

SELLING OUT. Specimens 20 x 16 ins. and up, also very large specimens. No smaller stock left. Special discounts on carload or truckload orders. Prices on request. Inspection invited.

**BOXWOOD GARDENS**

Mrs. R. P. Royer High Point, N. C.



election of officers was held with the results mentioned earlier in this article. Other business matters concerning the region were taken up, including the matter of zoning difficulties, and it was urged that anyone having such difficulty get in touch with Executive Secretary Richard P. White, at Washington, D. C., at once.

#### Production and Marketing Panel

Following the business meeting, C. E. Hogan, of C. R. Burr & Co., Manchester, Conn., conducted a panel discussion concerning the coordination of production and marketing. Members of the panel were William Flemer, Sr., Princeton Nurseries, Princeton, N. J.; Ted Hall, Scott's Nurseries, Bloomfield, Conn., and William Howe, Jr., Howe Nurseries, Pennington, N. J. The object of the discussion was to arrive, if possible, at some practical method of improving coordination between the grower and consumer, without either being left with shortages or overages of any particular stock item. One way suggested as a production guide is to take the years of business and determine the trends in 10-year periods.

Another suggestion was a closer coordination between the grower and the retailer. This could be worked out along the lines of the Landscape Materials Information Service, an organization recently formed in the east for a similar purpose. It was also suggested that the grower find out what the retailer can probably sell as another approach to this difficult subject.

Richard P. White, executive secretary of the A. A. N., gave a brief summary of trends and outlooks of the A. A. N.

In connection with the advertising panel held on Wednesday, Mr. White reported that the A. A. N. has already taken most of the steps recommended.

The meeting was adjourned for luncheon in the Grand ballroom, where Gene Flack, sales counsel and director of advertising, Sunshine Biscuit, Inc., was the guest speaker. Mr. Flack is one of the nation's top speakers, and with his ready wit and supply of cigars—which he tossed now and then to anyone quick enough to get some point—he soon had everyone in a rollicking good humor despite the disturbing reports of the ice storm and hazardous traveling.

The meeting of the New York State Nurserymen's Association, held on Thursday morning, will be reported in a future issue of the American Nurseryman.

## LINING-OUT STOCK

We have a surplus of 100,000 liners which are in excellent shape for spring planting. These are available in the below-listed varieties, and we can supply in 2 1/4-in. pots and bed-grown with excellent root system.

**Abelia Grandiflora**  
**Acuba Japonica**  
**Barberry Julianae**  
**Elaeagnus Pungens**  
**Ligustrum Lucidum**  
**Osmanthus Fortunei**

**Ilex Convexa**  
**Ilex Cornuta Burfordi**  
**Ilex Glabra**  
**Ilex Rotundifolia**

**Pfitzer Juniper**

**Arborvitae, American**  
**Arborvitae, American Dark**  
**Arborvitae, Plicata**  
**Arborvitae, Pyramidal**  
**Arborvitae, Siberian**

Write us your needs and we will send you our best quotations by return mail.

### W. T. HOOD & CO., INC.

R.F.D. 4, BOX 477

RICHMOND, VA.

Robert W. Lewis, General Manager

## ROSEBUSHES IN NO. 2 GRADE and STARTED BUDS and LINERS.

### PAUL'S SCARLET — BLAZE — RED RADIANCE

No. 2 grade, 25c ea. in lots of 100 or more. Started buds, 10c ea. lots of 100 or more. These are NOT CULLS or cutbacks, but were especially grown for the lighter-grade trade. TERMS 25% with booking, C.O.D. for balance. Book NOW; will ship when wanted.

## ROSE HILL FARM

R. F. D. 4, Dept. A.N.

(Since 1925)

TYLER, TEXAS

## BEARING-AGE FRUIT TREES BIG 5-YEAR GIANTS

These big, sturdy trees will run from 1 1/4 to 1 3/4 ins. They are available in **Bartlett Pear**, **Shropshire Damson Plum** and **Orange Quince**. We will dig either B&B or bare-root. They will sell on sight.

### OTHER FRUIT TREES

Our fruit trees are up to our very high standard in spite of the dry season. Most standard varieties are available, including dwarf pears and **Hunter Nectarine**.

### LINING-OUT STOCK

Hard and soft wood rooted cuttings and seedlings for lining out are available. Write for our list.

## ILGENFRITZ NURSERIES, INC.

THE MONROE NURSERY

MONROE, MICHIGAN

## HARDY ENGLISH WALNUTS

### New York State Grown

4 to 5 ft. .... { \$ 17.50 per 10  
150.00 per 100

*Also, a general list of nursery stock.*

## MAXWELL, BOWDEN & RICE, INC.

Wholesale Nurseries

Geneva, N. Y.

## CHINESE CHESTNUTS

Hemming strain of heavy-bearing trees.

|                    | Each<br>Per 10 | Each<br>Per 100 | Each<br>Per 1000 |
|--------------------|----------------|-----------------|------------------|
| 12 to 18 ins. .... | \$0.25         | \$0.22 1/2      | \$0.20           |
| 18 to 24 ins. .... | .35            | .32 1/2         | .30              |
| 2 to 3 ft. ....    | .60            | .55             | .50              |
| 3 to 4 ft. ....    | SOLD OUT       |                 |                  |

**EASTERN SHORE NURSERIES, INC.**  
EASTON, MD.

## WE OFFER . . .

Our General Line of

## SMALL FRUIT PLANTS

Let us quote on your  
requirements.

**L. J. RAMBO'S WHOLESALE NURSERIES**  
Bridgman, Michigan

## Certified BLUEBERRY PLANTS

One-year rooted cuttings, \$8.00 per 100;  
\$70.00 per 1000. 15 Varieties.

**A. G. AMMON**  
Box 14 CHATSWORTH, N. J.

## Specializing in B&B Evergreens

BROADLEAFS and CONIFERS

Catalog on Request.

**LINDLEY NURSERIES, Inc.**  
P. O. Box H GREENSBORO, N. C.

## SMALL FRUIT PLANTS

We again offer our complete line of

**Grapes**

**Currants**

**Berry Plants**

**FOSTER NURSERY CO., Inc.**

69 Orchard St. Fredonia, N. Y.

## NEW LILY AWARDS

The North American Lily Society has established a system of special awards to give recognition to outstanding lilies, it has been announced by Dr. Samuel L. Emsweller, of the United States Department of Agriculture experiment station, Beltsville, Md., retiring president, and James C. Taylor, of the Ontario Agricultural College, Guelph, Ont., Canada, new president of the society. The society will give two awards: The "certificate of commendation" will be awarded to new clones of liliun which are sufficiently different from and a distinct improvement over existing varieties.

The "award of merit" is to be given to any liliun clone of outstanding quality, either an old well-known clone or a new one. A clone which has been introduced within three years prior to submission for consideration must have won the "certificate of commendation" in a previous year to be eligible.

Three spikes of a new clone must be entered in the annual lily show of the society to be judged for these awards, except that special arrangements may be made with the society for the judging of lilies which do not bloom at the time of the annual show. Only one spike of a well-known clone will be required.

These awards are given only to individual clones and not to varieties or series of lilies which may change in the course of time.

Mr. Taylor has also announced that the 1953 lily show will be held at Hamilton, Ont., July 17 and 18.

## CATALOG IN NEWSPAPER

A Louisville, Ky., seed firm is among the first in the nation to adopt newspaper distribution for its annual seed catalog, an item customarily mailed direct to customers.

The Bunton Seed Co.'s 1953 catalog of lawn and garden seeds, supplies and equipment ran as a 40-page section in the Louisville Courier-Journal of Sunday, January 4, 1953.

It was the largest rotogravure section ever published by the newspaper for a single advertiser.

Last year Bunton distributed 25,000 letterpress catalogs to persons requesting them or having active charge accounts. The Sunday Courier-Journal's circulation exceeds 300,000. This year's catalog contains eight full color pages and seven others in duotone. Pages are 850-line size.

Extra copies of the catalog are being mailed to Bunton customers scattered throughout the 48 states.

## VARIATIONS IN PROPAGATION PROCEDURE

[Continued from page 13]

rhododendrons a percentage of 55 to 60 is considered commercially sound, but with taxus the grower would expect to raise 85, 90 and perhaps 95 per cent of the cuttings inserted. I would, however, say that the young grower or any grower who runs up against a method which is new to him should at least test it in a small way on his nursery, under his particular conditions and using his propagating material. This should be automatic because only in this way can the propagator obtain a standard of comparison to evaluate his previous practices.

The good propagator has to think in minute detail of the plants which he is growing. He has to consider them as individuals. He has to think about them day by day, and he has to consider how best they may be propagated. If a grower thinks about any plant in this way long enough, he will eventually grow it to perfection.

### The Importance of Timing

Despite all the wide variations which were apparent in methods of procedure described at the meeting, there was remarkably unanimity on the question of timing. Slight variations due to geographical location crept into the discussions but basically most propagators were taking cuttings of *Ilex opaca*—to stick to the same illustration—at about the same time—namely, the middle to the end of August. Growers from the south reported good stems in late July because growth started early in the spring and the wood was matured and ready to take as cuttings at an earlier date.

We considered the question of timing in relation to a number of plants under discussion, and there is no doubt in my mind that it is one of the most important single aspects of plant propagation as a whole. Dr. L. C. Chadwick enlarged on this subject in his paper given before the society and in this he went into considerable detail on the relationship between carbon and nitrogen in the cutting material. The average propagator is not able to go into the chemical structure of his plant material to this extent and has to rely upon his empirical knowledge gathered by the painful process of trial and error in a lifetime of working with plants. This is something that most articles or textbooks on propagation cannot teach you and it underlines the vital necessity of keeping



## EBONY KING BLACKBERRY

A sensational new, hardy, upright blackberry, guaranteed to bear large luscious berries year after year. A very heavy-producing variety of the Eldorado type. Picks very easily, as it does not adhere to the stem.

|                                       | 10     | 100     | 1000     |
|---------------------------------------|--------|---------|----------|
| Ebony King, No. 1, transplants.....   | \$2.00 | \$17.50 | \$150.00 |
| Ebony King, No. 1, root cuttings..... | 1.50   | 12.00   | 100.00   |

Refer to the November issues for our complete Price List.

## KRIEGER'S WHOLESALE NURSERY

Phone: Bridgman 22

BRIDGMAN, MICH.

### DWARF FRUIT TREES BUDDED ON EAST MALLING STOCK

Also

NEWBURGH — WILLAMETTE —  
WASHINGTON

1-yr., No. 1 canes..... \$30.00 per 1000

Send your want list to:

**THE C. D. MORRIS NURSERY, LTD.**

P. O. Box 5  
Ocean Park, B.C., Canada

### SEEDS

Collectors of Tree, Shrub and  
Wild Flower Seeds

Crude Drugs and Ornamentals

**E. C. MORAN, Stanford, Mont.**

### SEEDS

of Northern Evergreens

List sent on request.

**K. J. BRADEN**

Box 187 MILTON, N. H.

## MALONEY'S

Offer the following  
Quality Stock  
for Spring, 1953

## FRUIT TREES

Standard Apple, 1 and 2-yr.  
Plum, 1 and 2-yr.  
Quince, 1 and 2-yr.  
Standard Pear, 1 and 2-yr.  
Sweet and Sour Cherry,  
1 and 2-yr.  
Peach, 1-yr.

SHRUBS, SHADE TREES

Write for our  
Wholesale Trade List

Please mail your list  
for quotations

**MALONEY BROS. NURSERY CO., Inc.**  
DANVILLE, NEW YORK

Our 69th Year

Member of American  
Association of Nurserymen



## THOSE GOOD GLEN-GROWN PECANS ARE READY AGAIN

**STUART  
SUCCESS**

**MONEYMAKER  
CURTIS**

4 to 5 ft. .... **\$14.50** per 10, **\$130.00** per 100

5 to 6 ft. .... **16.00** per 10, **145.00** per 100

Order for 50 or more trees takes the 100-rate.

Cash with order please, unless you have an account. See classified section for Persimmons and Pears.

Catalog covering Ornamentals, Fruit Trees and House Plants sent on request.

**GLEN SAINT MARY** *Nurseries Company*  
Dependable since 1882  
GLEN SAINT MARY, FLORIDA

## PEACH

|                         | Per 10      | Per 100                  | Per 1000 |
|-------------------------|-------------|--------------------------|----------|
| 11/16, 5 to 7 ft.       | \$6.00      | \$50.00                  | \$450.00 |
| 9/16, 4 to 6 ft.        | 5.50        | 45.00                    | 400.00   |
| 7/16, 3 to 5 ft.        | 4.00        | 35.00                    | 300.00   |
| 5/16, 2 to 3 ft., Heavy | 3.00        | 25.00                    | 225.00   |
| 2 to 3 ft.              | 2.50        | 17.00                    | 150.00   |
| Amber Gem               | Heath Cling | Red Skin                 |          |
| Belle of Georgia        | Hiley       | Shipper's Red            |          |
| Dixigem                 | Indian      | Slappy                   |          |
| Dixired                 | J. H. Hale  | Southland                |          |
| Elberta                 | Krummel     | Sullivan's Early Elberta |          |
| Gage Elberta            | Lizzie      | Summercrest              |          |
| Golden Jubilee          | Mayflower   | Sunhigh                  |          |
| Halehaven               | Redhaven    | Triagem                  |          |

CHINESE ELM—See our classified ad, American Nurseryman, this issue.

ROSES—See our ad, American Nurseryman, December 15, 1952.

SHADE TREES—See our ad, American Nurseryman, December 1, 1952.

Write for Complete Wholesale Price List.

**WAYNESBORO NURSERIES**  
WAYNESBORO, VIRGINIA

## HOLLAND AMARYLLIS

**Gigantic size  
and perfect form**

Vivid Red \$1.25 ea. \$13 doz.  
Pure White \$1.50 ea. \$15 doz.

DIRECT REPRESENTATIVES OF HOLLAND'S  
FOREMOST BULB GROWERS  
... AT BEST PRICES



**STASSEN**  
FLORAL GARDENS INC.  
ROSLYN HEIGHTS, N. Y.

WRITE FOR DESCRIPTIVE CATALOG ON  
**DUTCH and NATIVE Grown  
SPRING and FALL BULBS**  
**NEAL BULB CO.**

Phone: 15-18 Ellis Ave.  
Fairtown 6-0495 FAIRLAWN, N. J.  
Ask for "SPECIAL" Counter-Sale Folder.

ALL BREEDS CHOICE

## SALVIA

seed is in very short supply this year. Order your Salvia seed now:

Globe of Fire (America),  
Blaze of Fire, Bonfire,  
Harbinger (Firebrand),  
Splendens, Zurich.

**AMERICAN BULB Co**

1335 W. Randolph St., CHICAGO 7  
31 West 27th Street, NEW YORK 1



**DOORNBOSCH BROS.  
INC.**

Wholesale  
Bulb Growers  
ROCHELLE PARK, N. J.

accurate records of what you do day by day in your propagating year.

When you decide that it is the right time to take a cutting, you come to that decision after having examined the propagating material. By examination you believe that the cutting is in the best possible condition to take. You have been told that February is a good time to take taxus cuttings or that arborvitae which is taken this month will root regularly, but apart from this general guidance you have to make an on-the-spot decision. You do this on the basis of certain well-known factors such as type of growth, condition of wood, weather and so on. The factors which you observed in your propagating material, which led you to make this decision, should be recorded so that you can refer to this again in subsequent years. It is all very well to rely upon your memory, and, perhaps if you were engaged in nothing but plant propagation, this would be adequate, but, with the many problems of everyday business, small but important factors can be overlooked and forgotten.

### A Short Cut

So far, this article seems to have been somewhat discursive, and I would like to change the pace now to repeat a little information on the propagation of all types of arborvitae which is pertinent for this month.

It has been mentioned before, but will no doubt stand repeating. Some two or three years ago, we overstepped our propagating schedules so that, when we came to make our arborvitae cuttings in February, we had no space left in the greenhouses. I decided to go ahead and make the cuttings anyway. They were bundled after treatment with hormones and stored, packed upright in flats in moist sphagnum moss. We always wound our arborvitae cuttings by ruthlessly stripping off the unwanted side branches at the base of the cutting. We do not cut them off with a knife or shears, but strip downward by hand. The resulting scars are excellent wounds and have the same effect as the more carefully applied wounds which we use on other types of cuttings. Mercks No. 3 powder is used for the hormone.

These cuttings were made about the beginning of February and were kept in the cellar for six weeks. An occasional sprinkle with water about once a week and a moderate amount of light during the day from a 200-watt bulb were all the care that they received. No rotting or deteriora-

tion in the cuttings was noted, but in the moderate temperature of about 60 degrees, the cuttings callused vigorously and at the end of the 6-week period many had just commenced to root. The first time we did this the cuttings were brought out of the cellar and inserted in the greenhouses about the end of March. They rooted rapidly and were lifted from the benches in the greenhouses by the end of April. The next year we decided to eliminate the greenhouse entirely and put the stored cuttings directly into a close frame covered with sash.

#### Cuttings Rooted Well

This was done and the cuttings went ahead with excellent vigor and rooted well. By the middle of May, the sash were removed and replaced with lath shades and the cuttings continued to develop strongly through the summer. This is now a standard procedure on our nursery. By propagating our arborvitae in this way, we released much greenhouse space for use on more valuable or more difficult plants. It is important, however, that the cuttings be inserted in a close frame and receive careful attention during the first month or six weeks while they are rooting. Daily syringing, shading as required and careful cultural care are necessary if this method is to succeed.

#### COUNTRY LIFE PROGRAM

Halsey B. Knapp, director of the Long Island Agricultural and Technical Institute, Farmingdale, N. Y., has announced that the institute's annual Country Life—Open House program will be presented this year February 19 to 21. All exhibits which make up the Country Life—Open House program will be shown on the institute's main campus, Melville road, Farmingdale.

Over 100 agricultural, ornamental horticultural and industrial-technical exhibits and demonstrations are planned. The institute's new industrial-technical laboratory building will house all industrial-technical open-house exhibits. The Country Life—Open House program marks the first time this new laboratory building will be open to the general public.

Agricultural and ornamental horticultural exhibits of interest to homeowners will include displays of growing and arranging flowers, food processing for home freezers, modern food distribution methods, fruit and vegetable displays, landscape gardening and house plants.

## HEEMSKERK & Co.'s BULBS

229 Oak St., Ridgewood, N. J.

Telephone: RI. 6-8018

Imported from Belgium—Now Available

### GLOXINIAS

Emperor Frederick, scarlet, white-bordered.  
Emperor Wilhelm, violet, white-bordered.  
Etoile de Feu, scarlet.  
Hollywood (NEW), soft violet, extra-large flowers.  
Mont Blanc, pure white.  
Prins Albert, dark violet, white throat.  
Roi des Rouges, dark crimson.  
Tigris, spotted and stained hybrids.  
Violacea, soft violet.

1 1/4 to 1 1/2 ins., \$ 7.50 per 100, \$ 65.00 per 1000.  
1 1/2 to 2 ins., 13.00 per 100, 125.00 per 1000.  
2 ins. and up, 20.00 per 100, 190.00 per 1000.

### TUBEROUS BEGONIAS (Belgium-grown)

Double-flowering Camellia type, red, scarlet, rose, orange, salmon, white, yellow and copper.

1 1/4 to 1 1/2 ins., \$ 5.00 per 100, \$ 45.00 per 1000.  
1 1/2 to 2 ins., 9.00 per 100, 75.00 per 1000.  
2 ins. and up, 14.00 per 100, 125.00 per 1000.

All sizes indicate approximate diameter.  
Terms: F.O.B. Ridgewood, N. J.; 2% discount for cash with order.

Ask for our Gladiolus Wholesale Price List.

### Can Still Offer for Spring, 1953, Delivery:

(Quantities shown are approximate)

2000 Acer palmatum atropurpureum, transpl. layers.  
2000 Azalea mollis (sinensis) and Hardy Ghent, in variety.  
3000 Magnolia soulangeana and other varieties, transpl. layers.  
20,000 Rhododendron, young, hardy hybrids.  
5000 Rhododendron catawbiense Grandiflorum, young.  
2000 Rhododendron catawbiense Grandiflorum, young, 2-yr. plants.  
4000 Viburnum carlesi, transplanted.  
5000 Viburnum tomentosum plicatum Grandiflorum.

And many other items.

Offering for next season:

Approximately 25,000 Helleboris niger

and considerable stock of Acer palmatum atropurpureum, Azaleas, Dicentras, Magnolias, Peonies, Rhododendrons, Viburnums and many other flowering shrubs and other shrubs—also in newer varieties.

**VAN DER VIS & CO.**

Wholesale Export Nurseries

BOSKOOP, HOLLAND

## The Homestead Nurseries

Hq. Benckhuysen. Boskoop. Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials—Quality Stock in All Leading Varieties. Trade catalog on request.



## JAC. TH. DE VROOMEN

LISSE, HOLLAND

All Holland bulbs from our farms at Lisse are sold at competitive prices, F.O.B. east coast or lake ports.

Your inquiries solicited. Ask for our illustrated catalog.

### Maurice C. Ravensberg

Boskoop, Holland

Reliable firm for general Nursery Stock and Belgian plants.  
Catalog on application.

### VUYK VAN NES

BOSKOOP HOLLAND

Originators of Azalea Vuykiana.  
Growers of choice Nursery Stock.  
Please direct your correspondence to:  
140 CEDAR ST. NEW YORK 6, N. Y.

### Holland-Grown Nursery Stock

Shrubs and Trees including liners.  
Rhododendrons and Azaleas  
Hardy Perennials  
Peonies  
NOVELTIES IN ALL LINES  
Ask for wholesale catalog.

### F. J. Grootendorst & Sons

BOSKOOP, HOLLAND  
Growers and exporters since 1903



## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary  
304 MITAU BUILDING SACRAMENTO 14, CALIF.

### PENINSULA MEETING

One of the largest gatherings of the Peninsula chapter of the California Association of Nurserymen met at the Chucker, San Mateo, on January 8. Among the guests present were Maunsell Van Rensselaer, director of the Saratoga Experimental Gardens, Saratoga, and Mrs. Van Rensselaer; Mr. and Mrs. John Snyder, Jackson & Perkins, Pleasanton; Paul Lerner, Clarke Nursery, San Jose; Steve Vistica, Florist-Nursery & Landscape Service, San Mateo, and William Suyler and Virgil Goldman, California Spray Chemical Co., Richmond. A. J. Sellar, Kitty Kelly Begonia Gardens, Mountain View, was introduced as a new member.

A report of action taken at the directors' meeting indicated that that group, which meets an hour previous to the regular meeting, was busy in constructive matters for the chapter. Included in the agenda were a discussion of a procedure the chapter could adopt with regard to requests for plant donations and the loan of plants for private affairs, and a decision to have a representative of the Lumbermen's Insurance Co. attend an early meeting so that he might present the group insurance plan offered by that company.

The directors also urged the membership to secure the association's new metal signs and to display them prominently in its nurseries. This is one way to capitalize on the association's television and other publicity programs. Ernest Esch, Esch Nursery, San Jose, chairman of the chapter's TV program committee, reported that 100 per cent of the pledges signed for the TV program had been paid in full. This is a remarkable achievement and indicates complete satisfaction with the program on the part of the members, and that they have learned of the great public response to the show. It was also announced that the TV program is so popular with the public that the station plans to give it an afternoon time rather than the current morning spot.

The C. A. N. publicity and public relations committee met recently at Los Angeles, and James Wilson, vice-president of the C. A. N. and a member of the committee, made a report

to the chapter on the meeting. Attending the meeting were, in addition to Mr. Wilson, Leo Ihle, Birchlane Farm, San Rafael; Jack McDonnell, McDonnell Nurseries, Oakland and Walnut Creek; Charles Burr, California Garden Supply Co., Belmont; Richard Wescott, Paul Howard Co., Los Angeles; Harry Marks, Germain Seed & Plant Co., Los Angeles; Bert Kallman, Kallman's Garden Nurseries, Santa Barbara, and David Stump, Armstrong Nurseries,

Ontario. The committee had made inquiries to the newspapers in the state which have regular garden pages and asked them if they would include on that page articles written by member nurserymen on timely topics. The papers all agreed that they would gladly do so and made suggestions that were helpful to the committee. It has been decided to go into this farther. Funds for the promotion would be provided by the C. A. N. and would come out of current income so that no assessment or contribution would need to be asked.

The program was divided between Robert Korens, Capel-Klang & Co., San Francisco, and a color movie with sound provided by the Jackson & Perkins Co., Newark, N. Y. Mr. Korens had a clever and unusual set of sleight-of-hand tricks. He said that

## In Addition To LITHO BLOOMS

(Full-colored images of 150 subjects)

### We now offer

**GORGEOUS BROCHURES  
OF ROSES AND FRUIT TREES**

Your own varieties and prices; your own name and address. Write for samples and prices. No obligation on your part. A beautiful, colorful folder at very modest cost.

**SCHWABACHER-FREY CO.**  
735 Market St. SAN FRANCISCO, CALIF.

### ROSES OLD and NEW

Fine-quality, two-year plants  
budded on Multiflora in over  
250 varieties.

Send for list.

**MT. HOOD NURSERY**  
Rt. 2, Box 96  
GRESHAM, OREGON

### RHODODENDRON LINERS

**VAN VEEN NURSERY**  
3127 S. E. 43rd Ave., PORTLAND 6, OREGON

### OREGON-GROWN ROSES

Send for our List

**ROSEWAY NURSERIES**  
Wholesale Rose Growers  
4228 N. E. 77th Ave.  
PORTLAND 13, ORE.

### BALED SHINGLE TOW

(CEDAR SHAVINGS)  
**WM. A. JOHNSTON**  
1722 N. W. 15th St. Portland 8, Ore.



he had picked up many of them while in Europe with the army during the past war. Most of them were new even to a group such as this which sees variety performances at regular intervals.

The movie was entitled "The Story of the Modern Rose." It told the care and the cost that goes into a new rose and showed in color some of the latest developments of the sponsoring firm. It also gave some background material on the rose and invited all rose enthusiasts to visit the growing grounds of the company. The film is prepared primarily for the home rose grower and can be had for showing at meetings of clubs. W. B. B.

### SAN JOAQUIN PARTY

The 1952 Christmas party of the San Joaquin chapter of the California Association of Nurserymen was held at the Joaquin Club, Merced. Seventy-two members and guests attended. Santa Claus passed gifts to everyone present during the dinner.

Ruth and Del Fahrney, Jr., sang several solos and a duet. They were assisted by Bill Evans at the piano. Del then led the group in Christmas carols, with Jo Juana McColm at the piano.

The Merced Theater Workshop presented "George," a 1-act comedy by Van. H. Cartmell, directed by Jack Woods. The plot evolved around a typical romantic triangle and the usual comedy of it all. The cast consisted of Fern Cargil, Barbara Vaccaro, Jack Woods and Joe Karioth, all of Merced.

The program was arranged by Lorraine Stribling. The programs and decorating were done by Gen Beery, Phyllis Stribling, Lorraine Stribling, Ina Lung and Ed Gardner. The pecans were donated by Mrs. Raynor; the Christmas tree was given by Frank's Nursery, Merced. Ivan L. Stribling, Sec'y.

### LOS ANGELES CHAPTER

Merchandising of bare-root material was the subject of the program at the January meeting of the Los Angeles chapter of the California Association of Nurserymen. The meeting was held at Carpenter's Santa Anita restaurant.

Speakers covering the general subject of the program included Charlie Crum, Rosedale's Nurseries, on "Proportion"; David Stump, Armstrong Nurseries, on "Presentation and Sale," and Ollie Weeks, Weeks Wholesale Rose Grower, on "Handling and Care."

Chuck Vogels, Sec'y.

## OLALLIE BLACKBERRY

### OUTYIELDED BOYSEN 2½ to 1

Olallie, developed at the Oregon Experiment Station, is early, ripening ten days to two weeks earlier than Boysen, and has been found to be resistant to verticillium wilt and sunscald, to which Boysen is subject. Olallie is easy to pick; the fruit spurs stand out so that the berries are easy to get at, and they come off the stems easily.

From a 2-year-old planting of Olallies, Paul Pletz of Anaheim, Calif., harvested a crop at the rate of over 15 tons per acre. Mr. Al Holland, farm adviser (county agent) of Orange county, Santa Ana, can tell you about Mr. Pletz's Olallie crop. The farm adviser of Riverside county reported in California Farmer a yield of Olallies 2½ times as great as the yield of Boysens.

Olallie is firmer and a better keeper and shipper than Boysen and in processing holds its shape better. The processed berry has a more definite flavor than the processed Boysen.

Olallies are delicious when fresh and have been found very excellent for freezing and canning. They make delicious jelly, jam, pies and cobbblers.

Limited tests made in Washington indicated that they may not be hardy in northern Washington.

WHOLESALE PRICE OF PLANTS: \$20.00 per 100; \$175.00 per 1000; F.O.B. Anaheim, Calif.

## UNIVERSITY of CALIFORNIA STRAWBERRIES

**LASSEN.** Most popular commercial variety in Southern California. Outyielded all others in a test plot of over 100 varieties—tremendous yielder. **DONNER.** In a commercial planting in Orange county, Donner was a month earlier than others, with a big crop which brought very high prices. Finest-flavored of the University's berries. **SHASTA.** Most popular commercial variety in Northern California; large berry, good flavor.

WHOLESALE PRICE: \$14.00 per 1000, F.O.B. Merced or Modesto.

Write for Illustrated Folder and Price List

## BRENTWOOD BERRY GARDENS

P. O. Box 14101-A, Los Angeles 49, Calif.

### CUT-LEAF WEeping BIRCH

(Betula Laciniata on White Birch)

Well-branched, very fibrous roots.

|                 | Each per 10 | Per 100 | Per 1000 |
|-----------------|-------------|---------|----------|
| 4 to 5 ft.....  | \$2.25      | \$2.10  | \$1.00   |
| 5 to 6 ft.....  | 2.50        | 2.30    | 1.70     |
| 6 to 7 ft.....  | 2.60        | 2.50    | 1.90     |
| 7 to 8 ft.....  | 2.80        | 2.70    | 2.00     |
| 8 to 10 ft..... | 3.00        | 2.90    | 2.50     |

### NEW OTTAWA FLOWERING CRABS

Amisk, pink; Arrow, purple; Geneva, dark red; Makamik, rose; Scugog, purple; Sissipuk, rose and white.

All trees well-branched.

|                   | Each per 10 | Per 100 | Per 1000 |
|-------------------|-------------|---------|----------|
| 18 to 24 ins..... | \$0.55      | \$0.50  | \$0.40   |
| 2 to 3 ft.....    | .70         | .65     | .55      |
| 3 to 4 ft.....    | .85         | .80     | .70      |
| 4 to 5 ft.....    | 1.00        | .95     | .85      |
| 5 to 6 ft.....    | 1.25        | 1.10    | 1.00     |
| 6 to 8 ft.....    | 1.35        | 1.25    | 1.15     |

### BROOKDALE - KINGSWAY NURSERIES

Bowmanville, Ontario, Canada



"Rite in the Rain" waterproof tree and plant labels have been tested by nurserymen and proved superior—easy to read—easy to use—longlasting. Ordinary pencil will not wash off and the labels will not damage plants and trees. Send for samples and prices.

**J. L. DARLING COMPANY**  
BROWN'S POINT, TACOMA, WASH.

Trade mark registered U. S. Pat. Office

A complete line of  
Fruits, Nuts and Grapes  
Shade Trees & Flowering Trees

MODESTO ASH  
SILVER MAPLE  
STRIBLING'S MULBERRY  
EUROPEAN SYCAMORE  
WHITE BIRCH  
FLOWERING PEACH  
FLOWERING PLUM



We will Grow ANY  
Variety on order!



Write today for our  
wholesale price list  
and descriptive bulletins. Look to Stribling's  
for your Fruit tree,  
Grape vine, Flowering  
tree and Shade tree  
requirements.

Backed by 41 years of growing experience

**Stribling's**  
NURSERIES

OFFICE and SALES YARD ON 99 HIGHWAY NORTH  
PHONE 84 P.O. BOX 793 MERCED, CALIFORNIA

### ROSES—TREE ROSES

A fine selected list including patented varieties. Highest quality — all field-grown.

Write for list and prices.

**PACIFIC NORTHWEST ROSE NURSERY**  
P. O. Box 261 GRESHAM, ORE.

# DON'T DELAY— ORDER TODAY

WHILE BUSHES ARE STILL AVAILABLE

**CARROUSEL** RATED 9.2 BY A. R. S.

WONDERFUL RED FLORIBUNDA WHICH WON SILVER  
AWARD, PORTLAND INTERNATIONAL TEST GARDEN

**KATHY FISCUS**



OUTSTANDING SMALL PINK FLORIBUNDA  
STRONG GROWER, ALWAYS IN BLOOM



**ELMER ROSES**

Wholesale Only. Send for Catalog.  
6708 N. San Gabriel Blvd., San Gabriel, Calif.



\$2.95 each, plus postage  
(14c on 1; 8c ea. on 2)

Write today for  
further information

## THE PACIFIC WESTERN MIST SPRAY

- Will **HUMIDIFY** your greenhouse or propagation house to within 2%, day and night.
- Atomizes water with aid of water pressure alone.
- Produces fine mist that generates oxygen from the air.
- Oxygenated mist inhibits plant disease appreciably.
- Promotes plant growth and health.
- Consumes less than 1 gallon of water per hour.
- By comparative tests, proves best.

**COMPLETE SYSTEM for HUMIDIFICATION and IRRIGATION**

**PACIFIC WESTERN ENGINEERING CO.**

Sales Office: 5120 N. Agnes

TEMPLE CITY, CALIF.

## OREGON'S BEST SOURCE OF GOOD ROSES

A complete list of **HYBRID TEAS, CLIMBERS, BABIES and FLORIBUNDAS**. Also, one of the most complete lists of patent varieties, including the A.-A. R. S. award winners.

**SEND FOR OUR LISTS.**

EASTERN REPRESENTATIVE:

FRANK C. DONOVAN  
130 EAST 233rd ST.  
EUCLID 23, OHIO

**PETERSON & DERING**  
ROSE GROWERS  
Scappoose, Oregon

## SEEDLINGS WASHINGTON-GROWN

Seed gathered from state-approved trees, apparently free from virus diseases:

**MAZZARD**, 1/4-in., No. 1, 2, 3  
**MAHALEB**, 1/4-in., No. 1, 2, 3  
**APPLE**, No. 1, 2, 3

Write for prices on contract-grown shade trees.

**COLUMBIA & OKANOGAN  
NURSERY CO.**  
WENATCHEE, WASH.

## LANDSCAPE PLAN SERVICE for NURSERYMEN ONLY

Professional Landscape Plans  
Individually Designed by Experts  
Write for Details

**DESMOND & YARWOOD, INC.**  
Landscape Architects  
Established 1917 Box 208 Simsbury, Conn.

## OKLAHOMA MEETING

[Continued from page 10]

these curbstone specialists who butcher trees with a positive program built around an organized system of regular care for their customers with a contract having well-defined and specific duties for caring for stock. Some of the advantages of such a plan to nurserymen would be: It would give them the opportunity to line out their work over a longer period of time, it would eliminate lost motion going from one part of town to another too often and it would give them sufficient capital to inaugurate the program. Mr. Nichols' talk was well-received, and more lively discussion on the subject followed. Mr. Tetrick then appointed a committee to give special consideration to this problem to see what could be done. On this committee were Dick Bloss, C. Y. Higdon, Mario Sanseverino, Gerald Spoor and Harold Nickel.

## Container-grown Stock

Container-grown stock was one of the principal subjects brought up for group discussion at the panel discussion, of which Dick Bloss was moderator. Both the pros and cons spoke up, and the subject was tossed around with some heat and much good-natured banter by those who liked container-grown stock and those who preferred balled stock or other methods of growing nursery stock. It was finally decided by most of those present that there are some things in favor of cans, such as the use of cans helping to extend the nursery business season over a period of 12 months—cans are a great help for summer business. On the other hand, cans are hard to open and sometimes hard to obtain, opponents claimed. It was further brought out that using cans for cash-and-carry trade is all right, but cans are not satisfactory for big specimens, as they are hard to put in containers. To this someone replied that at his nursery he did not limit himself to the use of gallon cans, but used many larger ones.

At the conclusion of the lively discussion it was generally agreed that there is a great need for some type of container made of synthetic material and sold at a reasonable cost. It was further pointed out that if cans are used there must be a thorough understanding of soils, as the soil used must be porous. It was suggested that a mixture of one part good loam, one part of sand and one part peat moss was about right for use in cans. It was stressed that good

drainage is essential for cans. Other problems, such as the curbstone tree trimmer, were thoroughly discussed, but liveliest interest for this feature of the program centered around container-grown stock.

#### A. A. N. Director Reports

Bob Baker, American Association of Nurserymen director for region 5, brought members up to date on some of the things the A. A. N. is doing on a national scale to promote the industry. More members are needed, he said. Oklahoma has 32 members, and Mr. Baker urged them to try to raise this number to at least 40.

An informative and interesting talk was given by C. O. Smith, of the C. O. Smith Landscape Nursery, Wichita Falls, Tex., on the subject, "Increasing Your Retail Sales." One of the most important things to do in increasing sales is to display stock properly, arranging each item with its particular class. Container-grown stock is now making the nursery business almost a year-around proposition so it is important to arrange such items as broad-leaved evergreens in one department and junipers of all types in another. The same was advised for flowering shrubs, fruit stock and rosebushes.

Some of the colored plastic pictures and wire stands for displaying rose stock will go a long way toward increasing sales in rosebushes, he said. Another step he mentioned is to establish set prices for merchandise and put price tags on stock. Prices on merchandise help save much time with bargain hunters; they can go about their bargain tour without bothering anyone. Mr. Smith also emphasized courtesy and stressed that it pays to handle as many related products with nursery stock as possible. He complimented Oklahoma nurserymen on the advancement they had made in their nursery laws. He closed by saying that the application of the golden rule in business will do more good than all the laws a state can pass. "Do unto others as you would have them do unto you" is a fine rule to follow in business, Mr. Smith said.

#### Verhalen on Merchandising

The first thing on the program Wednesday was a talk on merchandising, by Steve Verhalen, of the Verhalen Nursery Co., Scottsville, Tex. Mr. Verhalen used large, clearly lettered cards on an outing-covered board to help carry visually his interesting discussion on merchandising. These bright cards carried the thread of his message by topics, as, under the card, "Loca-

## LILACS Newest and Finest Listed Anywhere

**MME. CHAS. SOUCHET** (Lemoine), single, enormous flowers and clusters, sky-blue.

1 1/2 to 2 ft., branched ..... \$1.75 each

**PINK SPRAY**, Pat. No. 831, soft pink, good cut flower.

**PURPLE HEART**, Pat. No. 832, large, early, deep purple.

**SWEETHEART**, Pat. No. 1128, double, buds deep mauve, flowers palest lavender.

1 1/2 to 2 ft., branched ..... \$1.30 each

**BLUE HYACINTH** (blue), **HENRI MARTIN** (pink-lilac), **JEANNE D'ARC** (double white), **MARCEAU** (deep violet-purple), **MARECHAL FOCH** (carmine-pink), **MRS. EDWARD HARDING** (called red), **PEARL** (white), **PRESIDENT LINCOLN** (light blue) and many others.

1 1/2 to 2 ft., branched ..... 90c each



### NOW — Send for your new 1953 illustrated catalog.

Wire and redwood baskets; redwood tubs; wire and fernwood totem poles; plant supports; wrought-iron brackets and fern stands; plastic and lead flower pin frogs; can cutters; green moss in bales and bags; plant ties and twine; plastic pots and trellises; copper, brass and plastic planters; wire plant markers and plastic plates, and other nursery supplies.

#### WIRE BASKET COMPANY

921 E. Redondo Blvd. Phone: Orchard 7-9022 Inglewood, Calif.

#### America's Largest Selection

### FLOWERING CRABS

40 varieties to choose from, including varieties such as:

|                         |                      |
|-------------------------|----------------------|
| <b>Atrosanguinea</b>    | <b>Hupehensis</b>    |
| <b>Dolgo</b>            | <b>Purpurea</b>      |
| <b>Eleyi</b>            | <b>Aldenhamensis</b> |
| <b>Oekonomierat</b>     | <b>Echtermeyer</b>   |
| (weeping)               |                      |
| <b>Red Silver</b>       | <b>Toringoides</b>   |
| <b>Also Fruit trees</b> | <b>Shade trees</b>   |
|                         | <b>Shrubs</b>        |

Send for Catalog. (Use your letterhead.)

**RICH & SONS NURSERY**  
Hillsboro, Oregon

### For the Finest . . .



**SNOW-FIELD**  
"Quality"  
**TREE ROSES**

1511 N. Puente Ave.  
PUENTE, CALIFORNIA

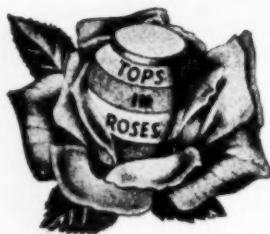




Season '52 - '53

## LAST CALL

FOR



LIMITED QUANTITIES  
OF A FEW GOOD  
VARIETIES

BUSHES  
CLIMBERS  
TREES

Current list mailed promptly  
upon request

**WEEKS WHOLESALE  
ROSE GROWER**

O. L. Weeks

926 W. Ely,

Ontario, Calif.

tion," there were these cards: "Market," "Central," "Traffic" and "Accessible," indicating as he talked that a good location for a nursery yard would have to be near a market and centrally located and easily accessible to the flow of highway traffic. He said that a yard located at a point where the going-home traffic could turn in easily would mean an increase in sales to homeowners on their way home. Other subheadings were equally interesting, partly because of the unique way he illustrated his talk. Advertising suggestions were covered from the standpoint of special advertising, as personal calls, handbills, etc., and general advertising in newspapers, on the radio, television and billboards.

A landscape design demonstration was given by L. H. Burton, landscape specialist, from Fayetteville, Ark., in which he used a miniature house constructed on a scale of one inch to one foot, set on a table representing an average plot of ground in a city and lighted by a movable light bulb that represented the sun. He showed many landscape designs using miniature papier-mache trees and shrubs of various sizes and types to illustrate the principles of design he was demonstrating. Methods of planting shade trees to furnish shade for windows at 1:30 p. m. as well as those giving protection for early morning and late afternoon were shown. This instructive demonstration was cut short when the local television station made time available at noon and invited Mr. Burton to appear on the TV program. These arrangements were made by Clyde Bower, and members immediately saw the value to the nursery industry in allowing Mr. Burton to appear on TV and agreed to have the interesting demonstration cut short in order that a wider gain might be made.

J. Frank Sneed, of Sneed Nursery Co., Oklahoma City, received the award as the outstanding state nurseryman for the year. This beautiful Sheffield silver bowl, presented annually to the nurseryman who has done the most for the industry during the year, was presented to Mr. Sneed Wednesday morning in recognition of the many services performed by him in behalf of the nursery industry during the past year.

### No Summer Meeting

The association voted to dispense with the coming summer meeting, and Tulsa was selected for the next winter meeting, the exact date to be set later.

## SHADE TREE LINERS

### Betula Pendula

(European White Birch)

Per 1000

|               |         |
|---------------|---------|
| 6 to 9 ins.   | \$25.00 |
| 9 to 12 ins.  | 35.00   |
| 12 to 18 ins. | 45.00   |
| 18 to 24 ins. | 55.00   |
| 2 to 3 ft.    | 65.00   |

### Catalpa Speciosa

(Northern Catalpa)

|               |       |
|---------------|-------|
| 9 to 12 ins.  | 15.00 |
| 12 to 18 ins. | 25.00 |
| 18 to 24 ins. | 35.00 |
| 2 to 3 ft.    | 45.00 |

### Ulmus Pumila

(Siberian Elm)

|               |       |
|---------------|-------|
| 9 to 12 ins.  | 15.00 |
| 12 to 18 ins. | 17.50 |
| 18 to 24 ins. | 22.50 |
| 2 to 3 ft.    | 35.00 |

## POWELL VALLEY NURSERY

210 Southeast Vista Ave.  
GRESHAM, ORE.

## MAHONIA AQUIFOLIUM

(Oregon Washington Holly-Grape)

A very beautiful evergreen shrub with large glossy leaves and yellow flowers conspicuously appearing in the spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

1-yr. seedlings, field-grown, row-run,

\$35.00 per 1000; \$5.00 per 100.

TRANSPLANTS SOLD OUT

All Mahonia shipped same day as dug. Also 40 acres of conifers and broad-leaved evergreens.

Send for wholesale price list.

TERMS—Check is requested before shipment; or will ship C.O.D. if preferred. All orders shipped via railway express.

SORRY, NO PARCEL POST

Place your order now for Spring, 1953, delivery.

**CHENOWETH'S  
MOUNT VERNON  
NURSERY**  
MOUNT VERNON, WASH.

## MARYLAND MEETING

[Continued from page 12]

bers to the total number of Maryland nurserymen is high.

The first speaker of the morning was the ever-popular Dr. George S. Langford, educational secretary of the association, chief nursery inspector for Maryland and now president of the National Shade Tree Conference, on which subject he talked. He stated that the conference is composed of professional and commercial arborists who are interested in improving practices and procedures in the care and production of shade trees. There are 1,200 active members with annual dues of \$9. The conference produces much valuable information, disseminated through the two publications, one the 400 to 500-page proceedings and the other the monthly Arborist's News. The conference is organized into chapters, of which there are five, Maryland belonging to the southern chapter.

The chapter meeting will be held at Charleston, S. C., March 20 and 21, and the national meeting at Chicago, August 17 to 21. Prof. L. C. Chadwick is the secretary-treasurer.

The other speaker of the morning was Dr. F. P. Cullinan, assistant chief, bureau of plant industry, Beltsville, Md., who spoke on research contributions of interest to nurserymen. The emphasis in his speech was on the effort and results in fighting such disease problems as the chestnut blight, Dutch elm disease, phloem necrosis of elms, oak wilt, strawberry failure, virus in stone fruits, chrystasa on citrus and virus in chrysanthemums. The chestnut blight problem is being solved with the resistant *Castanea mollissima*, and Dutch elm disease is being checked by sanitation and spraying with DDT. There is now one variety of English elm, the Christine Boismann, which is resistant. Strawberry failure is being fought by the use of an index plant which can tell if a propagating stock is free of virus. The new virus disease on citrus is being tackled through the use of resistant understocks.

Dr. Cullinan said the idea of doctoring plants with antibiotic solutions is just beginning and cited the use of streptomycin in fighting disease in the bean plant.

Before adjourning for the luncheon banquet it was announced that the brother of President Gude, Gilbert Gude, had been appointed to the Maryland assembly, at Annapolis.

At the banquet, at which Johnny Burton was toastmaster, Dr. E. N.

## PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE

Avery H. Steinmetz

PORTLAND 14, OREGON

Paul E. Van Allen

## WRITE US CONCERNING:

Cutleaf Weeping Birch, all grades  
European White Birch, all grades  
Paul's Scarlet Hawthorn.  
2-yr., 8 to 10 ft.  
1-yr. whips  
Schwedler Maple, 1-yr., all grades  
European Mountain Ash.  
2-yr., branched and whips

## Quality Stock

CONIFERS AND BROAD-LEAVED  
EVERGREENS  
SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES  
NURSERY SUPPLIES

Write for our Catalog

One of our local growers is overstocked on

## BIRCH, EUROPEAN WHITE

Finest quality, 2 and 3-yr. trees, grown on new land. Strong caliper, branched low.

|      |              |                  |
|------|--------------|------------------|
| 300  | 10 to 12 ft. | \$200.00 per 100 |
| 800  | 8 to 10 ft.  | 160.00 per 100   |
| 1300 | 6 to 8 ft.   | 120.00 per 100   |
| 700  | 5 to 6 ft.   | 85.00 per 100    |

From this same recently cleared virgin soil a good assortment of *Arborvitae*, *Cypress*, *Juniper*, *Retinospora*, *Spruce* and *Yew*. Excellent quality and grades that have been limited in this area for several years.

## PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th Ave.

PORTLAND, ORE.

## A. MCGILL &amp; SON

FAIRVIEW, OREGON

Wholesale only

FRUIT TREE SEEDLINGS  
FLOWERING ORNAMENTAL TREES  
SHADE TREES

Constant Vigilance Results  
in Quality Stock

Combination carloads to Eastern  
distributing points.

Write for our List.

Eastern Representative:

Frank C. Donovan  
130 East 233rd St.  
Euclid 23, Ohio

## MILTON NURSERY CO.

C. Bert Miller, Pres. and Gen. Mgr.

MILTON Since 1878 OREGON

General Nursery Stocks

## SPECIALTIES

BIRCH—Cutleaf Weeping  
CHERRY—Japanese Flowering  
CRAB—Flowering  
ELM—Chinese (*Ulmus pumila*)  
HAWTHORN—Paul's Scarlet  
LOCUST—Moraine, Patent No. 836  
MAPLE—Greenleaf Sycamore  
—Purpleleaf Sycamore  
—Norway (3 to 4 ft. and 4 to 5 ft. wh.)  
—Red (*Acer rubrum*)  
MOUNTAIN ASH—European  
FRUIT TREE SEEDLINGS  
ANGERS QUINCE—Rooted cuttings

Write for Our List

Our combination carlots to eastern distributing points save transportation cost.

## DOTY &amp; DOERNER, Inc.

6691 S. W. CAPITOL HIGHWAY  
PORTLAND 19, OREGON

\*\*\*\*\*

WHOLESALE GENERAL NURSERY STOCK

## F. A. DOERFLER &amp; SONS NURSERY

150 N. Lancaster Drive

SALEM, ORE.

Phone 2-1322

VERHALEN'S GRADE TO TOP SIZES  
AND COUNT GENEROUSLY.

A good buy in Junipers and  
*Arborvitae*s awaits you at  
Scottsville.

## VERHALEN NURSERY CO.

Scottsville, Tex.

## QUALITY LINERS

The transplanted grades (x) have exceptionally fine root systems.

|                                                                            | Per 100 |
|----------------------------------------------------------------------------|---------|
| <i>Chamaecyparis lawsoniana</i> ellwoodi, xx, 9 to 12 ins. (10 for \$3.00) |         |
| <i>Chamaecyparis pisifera squarrosa</i> veitchi, xx (10 for \$3.00)        |         |
| <i>Chamaecyparis nootkatensis glauca</i> compacta, x, 4 to 8 ins.          | \$16.00 |
| <i>Juniperus chinensis hetzi glauca</i> , x, 3 to 6 ins.                   | 14.00   |
| <i>Juniperus chinensis pfitzeriana</i> , x, 6 to 12 ins.                   | 20.00   |
| <i>Juniperus sabina tamariscifolia</i> , x, 2 to 4 ins.                    | 15.00   |
| <i>Picea abies nidiformis</i> , x, 3 to 5 ins.                             | 16.00   |
| <i>Thuja occidentalis pyramidalis</i> , R.C.                               | 8.00    |
| <i>Thuja occidentalis pyramidalis</i> , x, 3 to 6 ins.                     | 14.00   |
| <i>Thuja occidentalis umbraculifera</i> , x, 3 to 5 ins.                   | 12.00   |
| <i>Thuja occidentalis umbraculifera</i> , x, 4 to 6 ins.                   | 15.00   |
| <i>Thuja occidentalis woodwardi</i> , x, 4 to 6 ins.                       | 12.00   |

### HEATHERS

|                                                         |       |
|---------------------------------------------------------|-------|
| <i>Calluna vulgaris aurea</i> , x                       | 10.00 |
| <i>Calluna vulgaris</i> Mrs. H. E. Beale, x             | 12.00 |
| <i>Calluna vulgaris rubra</i> , x                       | 10.00 |
| <i>Erica cinerea</i> C. D. Eason, x                     | 12.00 |
| <i>Erica cinerea</i> Golden Hue, x                      | 10.00 |
| <i>Erica mediterranea</i> hybrid, x, (1000 for \$75.00) | 10.00 |

### BROAD-LEAVED EVERGREENS

|                                                         |       |
|---------------------------------------------------------|-------|
| <i>Abelia Edward Goucher</i> , x                        | 12.00 |
| <i>Buxus sempervirens arborescens</i> , x, 5 to 10 ins. | 14.00 |
| <i>Cotoneaster microphylla</i> , x                      | 12.00 |
| <i>Cotoneaster microphylla glacialis</i> , x            | 12.00 |
| <i>Cotoneaster microphylla minor</i> , x                | 12.00 |
| <i>Pernettya</i> , red-berried, x                       | 12.00 |
| <i>Pernettya</i> , white-berried, x                     | 12.00 |
| <i>Pernettya</i> , male (pollenizer), x                 | 12.00 |
| <i>Pyracantha</i> Government Red, x                     | 15.00 |
| <i>Pyracantha</i> , variegated, x                       | 15.00 |
| <i>Pyracantha</i> San Jose, x                           | 16.00 |

All prices F.O.B. Canby, Ore. Careful packing, free. Write for complete catalog.

## MITSCHE NURSERY

Wholesale Propagators of Evergreen Liners

AURORA, ORE.

## PACIFIC COAST NURSERY

2244 N. Skidmore Ct. PORTLAND 11, OREGON

Pioneering Seedling Growers on the Pacific Coast Since 1914.

Specializing in Fruit Tree Seedlings and Shade and Flowering Trees.

French Apple Seedlings, Str. and Br.  
Domestic Apple Seedlings, Str. and Br.  
Bartlett Pear Seedlings, Str. and Br.  
Usuriensis Pear Seedlings  
Mahaleb Cherry Seedlings  
Mazzard Cherry Seedlings  
Myrobalan Plum Seedlings  
American Plum Seedlings  
Angers Rooted Quince Cuttings  
English Privet Cuttings

John Holmason & Sons, Props.

Cory presented a beautiful gavel made from wood of the famed Wye oak to Dr. Langford, stressing the latter's loyalty to all whom he served. Then Dr. Cory, whose hobby is growing orchids, presented one to each of the wives of distinguished guests present.

The principal banquet speaker was Philip M. Wagner, editor of the Baltimore Sun. Mr. Wagner is also well-known to nurserymen for turning his hobby nursery, Boordy Vineyard, into a successful wine grape nursery, in which he grows French hybrid grapes. He spoke on his recent trip to France, during which he visited provincial France and the wine-growing area.

The afternoon speaker was Dr. L. C. Chadwick, department of horticulture, Ohio State University, who gave an illustrated lecture on his recent trip to Europe, where he visited Ireland, Scotland, England, western Germany, Switzerland, Italy, Holland and France. He described his visits to the Edinburgh Botanical Gardens; Kew Gardens; Windsor Palace; the Boskoop nursery section of Holland, and Lake Lucerne, in Switzerland. He emphasized the widespread use of flowers and bedding plants in Europe, a more extensive use than is made of them in America. He also showed a number of slides of new plant material widely used in Europe and not yet used here. He was particularly interested in miniature and medium-size shade trees. He stated that the Edinburgh Botanical Gardens are still immaculately kept, although the much larger Kew Gardens are not so fortunate. At Boskoop, all plants are concentrated in small areas, the largest nursery containing only 20 acres.

Slides of special interest showed long perennial borders, pleached beech hedges, the avenue at Windsor Castle, giant English and Irish yews, old Deodara cedars, Swiss scenery and Paris scenery, with a final slide of the beautiful Temple of Love in Marie Antoinette's garden.

Because of the lateness of the hour the panel discussion on plant propagation, moderated by Dr. Conrad B. Link, of the University of Maryland, assisted by Dr. Leon Enright and Dr. Chadwick, was brief. But the interest soon became warm and with more time the discussion would have been most lively. An important comment concerned the methods and means by which a nurseryman can use his greenhouse all year around, not just in winter.

After the installation of the officers the meeting was adjourned.

## FOR SALE NURSERY

7½ acres with growing stock, all tools, tractor and equipment. New 5-room modern home. Greenhouse, 56x85 ft. Storage building and office. Excellent location and wonderful opportunity with very little competition. Owner in military service. \$20,000 complete. Will finance part.

CRAIN REALTY CO.  
Ft. Scott, Kan.

## FOR SALE

NURSERY AND FLORISTS' SHOP — 8200 sq. ft. lath house, 3125 sq. ft. greenhouse, 2-bedroom modern home, separate 1-bedroom apartment, 200-ft. frontage on main street. Rapidly growing area of 12,000. Central California coast. \$60,000. Address Box 928, care of American Nurseryman.

## FOR SALE

Evergreen nursery 15 miles north of Pittsburgh in expanding territory. 1½ acres, 1000 evergreens, shop with full basement, small greenhouse with automatic gas hot-water heat, 8 coldframes, shade house, 1½-ton truck, Rototiller and all tools, 3-room 1½-story frame house built in 1941, integral garage. Must sell—a reasonable offer. Write: Bill Fetterhoff, R. D. 2, Gibsonia, Pa.

## FOR SALE

10-acre retail nursery in deep south, in a city of about 60,000, where we have a 7-month selling season. Over 1000 new homes built this year. This is a fine opportunity for a hustler and will bear investigation. Write: BANKER'S NURSERY, Box 784, Lake Charles, La.

## FOR SALE

Lucrative landscape and yard maintenance business. Established 34 years ago. For further information, contact Schmidt Landscape Service, 809 W. 10th St., Marion, Ind.

## FOR SALE

Going out of business, 25 acres of good selected nursery stock. Located on paved highway six miles from city. Will sell both land and stock, or stock without land. Davenport Guerry Ornamental Nurseries, Macon, Ga.

## SITUATION WANTED

Ph.D. in plant pathology with 5 years' experience in plant hormone and herbicide research and application desires position with leading greenhouse and/or nursery operator. Prefer southern Connecticut or metropolitan New York area. Reply to Box 830, care of American Nurseryman.

## SITUATION WANTED

Sales manager for retail garden mart, with 16 years experience in landscape work. Past two years managed mart for chain store doing a volume of \$150,000. Preferably New Jersey or New York.

LEWIS W. PIERCE  
420 N. Broadway, Pitman, N. J.  
Phone: PI 3-1282

FLORIDA OPPORTUNITY—One of the best plant firms (sells variety stores) all over U.S.A. Annual sales \$750,000—high net profit. Enormous stock and equipment. Four nurseries, over 100,000 ft. glass, 58 acres, service bldgs., trained help. Priced right. Write Mitchell W. Smith, florists' retailer and appraiser, Horticultural Realty Co., 36-52 Main St., Flushing, N. Y.



# WANT ADS

## HELP WANTED

### LANDSCAPE SALESMAN

Progressive young married man, preferably college-trained in landscape architecture and horticulture, with successful experience in designing and selling. Must be willing, aggressive, and cooperative; able to systematize and supervise; accustomed to good earnings. Permanent position for right man with one of Long Island's leading landscape nurseries with high-class clientele and fine reputation. State full particulars in first letter, including recent photograph and expected salary. Interview at nursery or in New York city to follow.

OAK PARK NURSERIES  
Leslie H. MacRobbie, Owner  
E. Patchogue, Long Island, N. Y.  
Phone Pat. 3-6232

## HELP WANTED

We currently have two positions open for alert, aggressive men. Must have excellent sales ability. Must be a graduate landscape architect or have the ability to draw comparable plans. Remuneration is set up on a salary-plus-commission basis. Large selling area with 50 to 75 per cent of leads furnished. No limitations on yearly earnings. Affiliation with one of the largest and oldest nurseries in the Midwest.

If you can meet the above qualifications, with emphasis on sales ability, contact us at once. Openings must be filled on or around February 1, 1953. Replies confidential. Call or write:

R. A. Glaser, Mgr.  
ILGENFRITZ NURSERIES, INC.  
Toledo 13, Ohio

## HELP WANTED

Middle-aged landscape gardener for small nursery in Pennsylvania. Good working conditions. House available. Write, stating salary and experience. Open April 1. Address Box 933, care of American Nurseryman.

## HELP WANTED

Man to work in nursery. Some experience necessary.

BILLY WEST  
R.R. No. 2  
Brookville, O.

## HELP WANTED

I wish to retire from the landscape and nursery business which I have operated in Minneapolis and St. Paul for the past 40 years. This is an excellent opportunity for anyone to acquire an interest in a going business. Address Box 935, care of American Nurseryman.

## HELP WANTED

### FOREMAN

Experienced nurseryman to take complete charge of ornamental shrub and rose departments. For further information, write to THE WAYSIDE GARDENS CO., Mentor, Ohio.

## BUSINESS OPPORTUNITY

Representative wanted by established Dutch Nursery. Please write, enclosing references and recent photograph, to:

BULK & CO.  
Boskoop, Holland

## HELP WANTED

### PROPAGATOR—MANAGER

A large, well-established nursery located in the east will offer to the right man an opportunity without equal in the trade. If this man has initiative and ambition, he will be established in his own department on an attractive money-making basis.

He will be associated with a well-organized general nursery, adequately financed to handle any expanding program. Our volume of sales and production is rapidly increasing, and we can offer an excellent future for the right man. We can offer the right individual the independence, rewards and security he will not find in another opportunity anywhere.

Address Box 922, care of American Nurseryman.

## HELP WANTED

Experienced nurseryman for 5-acre retail nursery and greenhouses near Seattle, Wash. Must enjoy (1) selling, (2) giving correct information to customers and (3) being in the field and greenhouses or wherever needed. Prefer someone who has initiative and ability, who is dependable, likable, energetic. In reply, give full particulars, references and salary expected.

BONNYBROOK NURSERY  
Route 2, Box 695  
Bothell, Wash.

## HELP WANTED

Landscape architects to sell, design and supervise landscape plantings. No limitations with regard to landscape materials. Guaranteed wage plus commission. An ambitious architect has possibilities of earning \$7,000 per year. No store, no cash-and-carry business and no Sunday work. We have a large investment in machinery and equipment to handle any landscape job. Our business has been growing in Toledo since 1913. Send your application to:

George H. Simmons  
SIMMONS NURSERY & LANDSCAPE CO.  
2290 Michigan Ave.  
Toledo 11, Ohio

## HELP WANTED

Landscape salesman to become associated with a well-organized and modern-equipped nursery-landscape concern established over 25 years in suburban Philadelphia. If this man has knowledge and initiative, he will supervise his own department on a most advantageous money-making basis. Reply to Box 929, care of American Nurseryman.

## HELP WANTED

### Propagator

Experienced in broad-leaved evergreens and mid-south material. State full particulars in first letter.

WINN NURSERY, INC.  
1531 Blandford Circle  
Norfolk, Va.

SITUATION WANTED—Wholesale or retail position in western New York by responsible married veteran, agriculture college graduate, with 4½ years' experience in landscaping and forestry, including some selling, planting design, garden and grounds maintenance. Address Box 931, care of American Nurseryman.

PROFIT OPPORTUNITY for manufacturer's representatives in Kansas, Arkansas, Oklahoma, Georgia, Alabama, Mississippi, representing nationally advertised Plant Plate, the garden spray that defies rain. MILLIGAN BROTHERS Jefferson, Ia.

## HELP WANTED

### LANDSCAPE DESIGNER—SALESMAN

One of the oldest, largest and best financed eastern nurseries has an excellent opportunity for attractive immediate earnings with a permanent future for a highly experienced and aggressive landscape salesman and designer. We are interested in the best qualified man in the industry and are able to offer him the highest earnings and future in the business.

Our wholesale stock is one of the largest in the country and we grow a complete stock of high-quality landscape material. We are located in the most rapidly expanding area in the east, with a sales potential without equal in the country.

We feel these facts, coupled with our unique position, offer an energetic and properly trained man the opportunity for highest returns, on the basis of an excellent salary and liberal commissions, which will give the man we want the best income for any landscape salesman in the entire industry. Reply to Box 921, care of American Nurseryman.

## HELP WANTED

### WORKING FIELD FOREMAN

Available March 15. Must know evergreens, be ambitious, dependable, sober, and have ability to handle men. Guaranteed salary in winter, plus paid vacation after first year. Permanent. Opportunity for advancement. 35-acre southwestern Ohio nursery established over 30 years. Please give full qualifications in first correspondence. Write Box 919, care of American Nurseryman.

## HELP WANTED

### Experienced Nurserymen

One of the largest nurseries in Southern California offers profitable, permanent positions to nurserymen with experience and ambition. Security, pleasant working conditions and an unlimited future for the right men. Beginning salary \$300.00 per month.

MONROVIA NURSERY CO.  
Box 196  
Monrovia, California

## HELP WANTED

Experienced propagator for nursery stock.

DE KALB NURSERIES, INC.  
Box 67, Norristown, Pa.  
Phone: NO. 5-1597

## HELP WANTED

Nursery-landscape foreman. Baltimore territory. Opportunity later as partner in well-established nursery. Full reply and salary expected. Address Box 927, care of American Nurseryman.

## FOR SALE

35-acre nursery in the heart of the Wisconsin summer resort district. 1500 ft. of lake frontage. Thousands of evergreens, shrubs, perennials, small fruit. Modern home, 2 housekeeping cabins, garage, tool sheds. Orders for several thousands of dollars of stock booked for spring. Price \$35,000; half cash, terms on balance. Reason for selling: old age and ill health. Address replies to Box 936, care of American Nurseryman.

# CLASSIFIED ADS

## AZALEAS

| AZALEAS                    |                     | Per 10         | Per 100 |
|----------------------------|---------------------|----------------|---------|
| Rhododendron Carolinianum, | 12 to 18 ins.       | \$125.00       |         |
| Rhododendron Carolinianum, | 12 to 18 ins. heavy | \$22.50        |         |
| Rhododendron Catawbiense,  | 6 to 12 ins.        | 75.00          |         |
| Rhododendron Maximum,      | 6 to 12 ins.        | 50.00          |         |
| Terms: Cash with order.    |                     |                |         |
| LOUIS A. HINDLA            |                     |                |         |
| Smithtown Ave.             |                     | Bohemia, N. Y. |         |

## BERRY PLANTS

Schwab's Gooseberries, large as plums, new seedling (world's largest Gooseberry). Berries often 1½ ins. in diameter, highest quality, hardy, very productive, very sweet. 1-yr. heavy, \$6.50 per 10; 2-yr. light, \$7.50 per 10; bearing size, \$10.00 per 10. Pirwell Gooseberries, 2-yr. No. 1, \$3.50 per 10; \$30.00 per 100. 5 per cent discount for cash or free hauling. All plants that die replaced at full price.

SCHWAB FRUIT FARM & NURSERY  
220 N. 5th St. Mankato, Minn.

If you want better strawberry plants, we have them. Per 1000  
Blakemore ..... \$6.00  
Gem Everbearing ..... 7.50  
Premier ..... 6.00  
Tennessee Supreme ..... 6.00  
Above prices F.O.B. nursery, cash with order. We guarantee our plants to please.

SAM PACK NURSERIES  
Route 5 Smithville, Tenn.

## RED RASPBERRIES

Finest selection available. Latham, Chief, Sunrise, Milton, Newburgh, Taylor and Indian Summer. No. 1 suckers, 3/16-in. cal. and up or No. 1 transplants, ¼-in. cal. and up. Columbian Purple: No. 1 tips. All in storage and can be shipped anytime. Write for attractive prices.

CONGDON'S WHOLESALE NURSERY  
North Collins, N. Y.

Certified Strawberry Plants. Properly grown, dug, cleaned and packed. Nice large, attractive plants for your counter display. Blakemore, Tennessee Beauty, Robinson, Dunlap, Missionary, Klommore, \$6.00 per 1000. If you are interested in having plants for late orders placed on cold storage, please write:

ROMINES PLANT FARM  
Phone 241-R Dayton, Tenn.

BLUEBERRY PLANTS: Jersey, Rubel and Rancocas. 18 to 24 ins. at \$5.00 per 10; \$40.00 per 100; 2 to 3 ft. at \$6.50 per 10; \$55.00 per 100.

THE TINGLE NURSERY CO.  
Pittsville 12, Md.

## BULBS and TUBERS

| DAHLIAS, THE BETTER VARIETIES.                                                                      |  | Per doz.            | Per 100 |
|-----------------------------------------------------------------------------------------------------|--|---------------------|---------|
| Quantities                                                                                          |  |                     |         |
| 2000 Thos. A. Edison, royal-purple                                                                  |  | \$3.00              | \$20.00 |
| 1000 Sherwood Peach, giant salmon-buff                                                              |  | 3.00                | 20.00   |
| 350 Marie, giant pink                                                                               |  | 3.00                | 20.00   |
| 700 Michigan White, one of the best                                                                 |  | 2.25                | 16.00   |
| 300 Pink Giant                                                                                      |  | 2.25                | 16.00   |
| 300 Madie, huge red                                                                                 |  | 3.00                | 22.00   |
| 300 Osa Helen, huge American Beauty red                                                             |  | 3.00                | 22.00   |
| 500 Stephen Foster, beautiful cactus bronze                                                         |  | 3.00                | 20.00   |
| 500 Kemp's White Wonder                                                                             |  | 2.50                | 17.00   |
| 100 Chautauqua Giant, new, large bronze                                                             |  | 3.00                | 20.00   |
| 150 Monarch of the East, huge golden-buff                                                           |  | 3.00                | 20.00   |
| 300 Darcy Sainsbury, large, good white                                                              |  | 2.50                | 17.00   |
| 250 Debonair, large, new pink                                                                       |  | 2.50                | 17.00   |
| 175 Dr. Kenneth Taylor, new med. red                                                                |  | 3.50                | 25.00   |
| 200 Blue Moon, large lavender                                                                       |  | 1.50                | 11.00   |
| 250 Cherokee Brave, large dark red                                                                  |  | 3.00                | 20.00   |
| Other varieties list on request. We have 35,000 tubers in florists' varieties besides above listed. |  |                     |         |
| Cash or C.O.D.                                                                                      |  |                     |         |
| MONARCH PLANTFARMS                                                                                  |  |                     |         |
| Lock Box 826                                                                                        |  | Kalamazoo 99, Mich. |         |

## SELECTED TUBEROSES

| The Pearl, double white, |  | Per 100             | Per 1000 |
|--------------------------|--|---------------------|----------|
| 3 to 4-in.               |  | \$4.00              | \$35.00  |
| 4 to 6-in.               |  | 6.00                | 50.00    |
| Cash or C.O.D.           |  |                     |          |
| MONARCH PLANTFARMS       |  |                     |          |
| Lock Box 826             |  | Kalamazoo 99, Mich. |          |

| Peruvian Daffodils                                                                                                 |  | Per doz.            | Per 100 |
|--------------------------------------------------------------------------------------------------------------------|--|---------------------|---------|
| Calla, yellow, 2 to 2½ in.                                                                                         |  | \$3.50              |         |
| Calla, Rehmanni pink                                                                                               |  | 2.75                | \$20.00 |
| Amayilis Giant Hybrids, mixed, 2½ to 2¾ in.                                                                        |  | 3.00                | 22.00   |
| Baby Gladiolus,                                                                                                    |  |                     |         |
| Spitfire, reddish-salmon, top size                                                                                 |  | 4.50                |         |
| Blushing Bride, white, carmine blotch                                                                              |  | 4.50                |         |
| Ackermani, red                                                                                                     |  | 4.50                |         |
| Lilium Regale, 6 to 7-in.                                                                                          |  | 1.50                | 12.00   |
| Lilium Regale, 8 to 9-in.                                                                                          |  | 3.00                | 16.00   |
| Acapanthus Blue Lily of the Nile                                                                                   |  | 3.00                | 15.00   |
| Tigridia Red Giant                                                                                                 |  | 1.00                | 6.00    |
| Tigridia Rose Giant                                                                                                |  | 1.00                | 6.00    |
| Tigridia Alba Immaculata, pure white                                                                               |  | 1.00                | 6.00    |
| Tigridia Canariensis, yellow center, red spots                                                                     |  | 1.00                | 6.00    |
| Ask for prices on Gladiolus, Rubrum and Auratum Lilies, Peonies all varieties, Monbretias, Fancy-leaved Caladiums. |  |                     |         |
| Cash or C.O.D.                                                                                                     |  |                     |         |
| MONARCH PLANTFARMS                                                                                                 |  |                     |         |
| Lock Box 826                                                                                                       |  | Kalamazoo 99, Mich. |         |

| TUBEROUS-ROOTED BEGONIAS                   |  | Per doz.          | Per 100          |
|--------------------------------------------|--|-------------------|------------------|
| Giant-flowering Double Camellia-type.      |  |                   |                  |
| 1½ to 1½ ins., 2 colors                    |  | \$5.50            | \$45.00 per 1000 |
| 1½ to 2 ins., 2 colors                     |  | 8.50              | 75.00 per 1000   |
| 2 ins. and up, 2 colors                    |  | 13.50             | 125.00 per 1000  |
| Double-flowering Fimbriata Carnation-type. |  |                   |                  |
| 6 to 3 colors                              |  |                   |                  |
| 1½ to 1½ ins., 2 colors                    |  | \$5.50            | \$55.00 per 1000 |
| 1½ to 2 ins., 2 colors                     |  | 10.50             | 95.00 per 1000   |
| GLOXINIAS                                  |  |                   |                  |
| The Best Commercial Varieties              |  |                   |                  |
| 1½ to 1½ ins., 2 colors                    |  | \$7.00            | \$60.00 per 1000 |
| 1½ to 2 ins., 2 colors                     |  | 13.50             | 125.00 per 1000  |
| 2 ins. and up, 2 colors                    |  | 19.00             | 175.00 per 1000  |
| Minimum order \$5.00                       |  |                   |                  |
| LOUIS DANK                                 |  |                   |                  |
| 1170 Broadway                              |  | New York 1, N. Y. |                  |

| Iowa-Grown Gladioli—Double-Inspected |  | No. 1   | No. 2   | No. 3   | No. 4  |
|--------------------------------------|--|---------|---------|---------|--------|
| Per 1000.                            |  |         |         |         |        |
| Elizabeth the Queen                  |  | \$21.00 | \$18.00 | \$15.00 |        |
| Gardenia                             |  | 12.00   | 9.00    | 7.00    | \$5.00 |
| Margaret Fulton                      |  | 12.00   | 8.00    | 6.00    | 4.00   |
| Red Charm                            |  | 20.00   | 17.00   | 14.00   |        |
| Valeria                              |  | 20.00   | 17.00   | 14.00   |        |
| Super-Mix, 17 varieties              |  | 12.00   | 10.00   | 8.00    | 6.00   |
| IOWA NURSERY, Farmington, Ia.        |  |         |         |         |        |

HARDY LILUM FORMOSANUM  
Floretum seed-grown; no mosaic; fully acclimated; large, white garden lily, for prairie and central states. Postpaid, per 100.  
1-yr. Bulbs to grow on ..... \$ 4.00  
2-yr. Choice blooming size ..... 9.00  
3-yr. Select blooming size ..... 12.00

PRAIRIE SOUTHWEST FLORETUM  
Fall River, Kan.

GLADIOLUS BULBS  
We have 70 varieties of gladiolus bulbs to offer at wholesale. A post card will bring our listings.

KROH BROS. NURSERIES  
Loveland, Colo.

YUCCA GLAUCOA—Hardy anywhere. Good, strong 2-yr.-old plants, \$5.00 per 100.  
GILBERTSON NURSERY  
Kindred, N. D.

## CAMELLIAS

CAMELLIA JOSEPH PFINGSTL  
All-winter bloomer, 4-yr. graft, 36 to 48 ins. Well-budded, \$16.50 each.  
PFINGSTL'S NURSERY  
Montgomery, Ala.

## DAISIES

SHASTA DAISIES  
MARK RIEGEL Hardy, prolific and beautiful. This giant 4-in., semidouble daisy has outstanding qualities. Doz., \$4.00; 100, \$20.00.  
STONE MOUNTAIN—This large, wide-petaled daisy has proved the hardest heat and drought-resistant daisy we have ever grown. Doz., \$5.00; 100, \$30.00.  
MAYFIELD GIANT—An old standard. Doz., \$2.00; 100, \$8.00.  
50 at 100 rate.  
RIEGL PLANT CO. Experiment, Ga.  
SHASTA DAISY—EARLY BOUQUET  
Earliest of all. Grown outside for Mothers' day. Cuts and nursery sales. Rooted div., 100, \$8.00.  
PRAIRIE SOUTHWEST FLORETUM  
Fall River, Kan.

DAISIES: Strong 1-yr. field-grown plants. Mrs. C. L. Bell, Alaska, May Queen, Giant Conqueror, Mayfield Giant, \$5.00 per 100; \$45.00 per 1000. 50 at the 100 rate. 500 at 1000 rate.  
GRUNDY'S GARDENS, Anton, Tex.

## EVERGREENS

FIELD-GROWN EVERGREENS  
Note—Graded according to the American standards for nursery stock.  
\*Special prices on larger quantities.

|                                                                |  | Each   | Each   | Each   | Each |
|----------------------------------------------------------------|--|--------|--------|--------|------|
|                                                                |  | Per    | Per    | Per    | Per  |
|                                                                |  | 10     | 100    | 1000   | 1000 |
| ABIES CONCOLOR                                                 |  |        |        |        |      |
| 9 to 12 ins. R.P.                                              |  | \$0.20 | \$0.17 | \$0.15 |      |
| 6 to 9 ins. R.P.                                               |  | .15    | .12    | .10    |      |
| 4 to 6 ins. R.P.                                               |  | .10    | .07    | .06    |      |
| JUNIPERUS ADMIRABILIS                                          |  |        |        |        |      |
| HORIZONTALIS                                                   |  |        |        |        |      |
| 12 to 15 ins. TTT                                              |  | .70    | .65    | .60    |      |
| 9 to 12 ins. TTT                                               |  | .60    | .55    | .50    |      |
| 6 to 9 ins. TTT                                                |  | .40    | .35    | .30    |      |
| JUNIPERUS KOSTERI                                              |  |        |        |        |      |
| 9 to 12 ins. TTT                                               |  | .65    | .60    | .55    |      |
| JUNIPERUS PETRAEUS                                             |  |        |        |        |      |
| HORIZONTALIS                                                   |  |        |        |        |      |
| 12 to 15 ins. TTT                                              |  | .70    | .65    | .60    |      |
| 9 to 12 ins. TTT                                               |  | .60    | .55    | .50    |      |
| 6 to 9 ins. TTT                                                |  | .40    | .35    | .30    |      |
| JUNIPERUS PEITZERIANA                                          |  |        |        |        |      |
| 15 to 18 ins. TTT                                              |  | 1.20   | 1.10   | 1.00   |      |
| 12 to 15 ins. TTT                                              |  | .80    | .75    | .70    |      |
| JUNIPERUS SABINA                                               |  |        |        |        |      |
| 15 to 18 ins. TTT                                              |  | 1.10   | 1.00   | .90    |      |
| 12 to 15 ins. TTT                                              |  | .80    | .75    | .70    |      |
| 9 to 12 ins. TTT                                               |  | .65    | .60    | .55    |      |
| JUNIPERUS SCOPULORUM                                           |  |        |        |        |      |
| 6 to 9 ins. R.P.                                               |  | .12    | .10    | .08    |      |
| 4 to 6 ins. R.P.                                               |  | .07    | .06    | .05    |      |
| 2 to 4 ins. R.P.                                               |  | .04    | .03    | .02    |      |
| JUNIPERUS VIRGINIANA                                           |  |        |        |        |      |
| 12 to 18 ins. R.P.                                             |  | .20    | .18    | .15    |      |
| 9 to 12 ins. R.P.                                              |  | .15    | .12    | .10    |      |
| 6 to 9 ins. R.P.                                               |  | .10    | .08    | .06    |      |
| 4 to 6 ins. R.P.                                               |  | .06    | .05    | .04    |      |
| PICEA CANADENSIS ALBA                                          |  |        |        |        |      |
| 12 to 15 ins. TTT                                              |  | .50    | .45    | .40    |      |
| 9 to 12 ins. TTT                                               |  | .35    | .30    | .25    |      |
| 6 to 9 ins. R.P.                                               |  | .08    | .07    | .06    |      |
| 4 to 6 ins. R.P.                                               |  | .05    | .04    | .03    |      |
| PICEA EXCELSA                                                  |  |        |        |        |      |
| 12 to 15 ins. TTT                                              |  | .60    | .55    | .50    |      |
| 9 to 12 ins. TTT                                               |  | .45    | .40    | .35    |      |
| 6 to 9 ins. TTT                                                |  | .30    | .25    | .20    |      |
| 4 to 6 ins. R.P.                                               |  | .15    | .12    | .10    |      |
| 2 to 4 ins. R.P.                                               |  | .08    | .07    | .06    |      |
| PICEA GLAUCOA DENSA                                            |  |        |        |        |      |
| 9 to 12 ins. TTT                                               |  | .50    | .45    | .40    |      |
| 6 to 9 ins. TTT                                                |  | .35    | .30    | .25    |      |
| PICEA PUNGENS                                                  |  |        |        |        |      |
| 6 to 9 ins. R.P.                                               |  | .15    | .12    | .10    |      |
| 4 to 6 ins. R.P.                                               |  | .08    | .07    | .06    |      |
| PINUS BANSIANA                                                 |  |        |        |        |      |
| 2 to 3 ft. R.P.                                                |  | .30    | .25    | .20    |      |
| 18 to 24 ins. R.P.                                             |  | .20    | .17    | .15    |      |
| 12 to 15 ins. R.P.                                             |  | .15    | .12    | .10    |      |
| 9 to 12 ins. R.P.                                              |  | .10    | .08    | .07    |      |
| PINUS EDULIS                                                   |  |        |        |        |      |
| 8 to 10 ins. R.P.                                              |  | .15    | .12    | .10    |      |
| 4 to 6 ins. R.P.                                               |  | .10    | .08    | .06    |      |
| PINUS NIGRA                                                    |  |        |        |        |      |
| 12 to 15 ins. R.P.                                             |  | .35    | .30    | .25    |      |
| 9 to 12 ins. R.P.                                              |  | .20    | .15    | .12    |      |
| 6 to 9 ins. R.P.                                               |  | .10    | .08    | .07    |      |
| 4 to 6 ins. R.P.                                               |  | .07    | .05    | .04    |      |
| PINUS PONDEROSA                                                |  |        |        |        |      |
| 12 to 15 ins. R.P.                                             |  | .30    | .25    | .20    |      |
| 9 to 12 ins. R.P.                                              |  | .15    | .12    | .10    |      |
| 6 to 9 ins. R.P.                                               |  | .10    | .08    | .07    |      |
| 4 to 6 ins. R.P.                                               |  | .06    | .05    | .04    |      |
| PINUS STROBUS                                                  |  |        |        |        |      |
| 12 to 15 ins. R.P.                                             |  | .20    | .17    | .15    |      |
| 9 to 12 ins. R.P.                                              |  | .15    | .12    | .10    |      |
| 6 to 9 ins. R.P.                                               |  | .10    | .08    | .07    |      |
| 4 to 6 ins. R.P.                                               |  | .06    | .05    | .04    |      |
| PINUS SYLVESTRIS                                               |  |        |        |        |      |
| 12 to 15 ins. R.P.                                             |  | .20    | .17    | .15    |      |
| 9 to 12 ins. R.P.                                              |  | .10    | .08    | .07    |      |
| 6 to 9 ins. R.P.                                               |  | .07    | .06    | .05    |      |
| 4 to 6 ins. R.P.                                               |  | .06    | .05    | .04    |      |
| THUJA OCCIDENTALIS                                             |  |        |        |        |      |
| 3 to 4 ft. TTT                                                 |  | 1.50   | 1.20   | 1.00   |      |
| 2 to 3 ft. TTT                                                 |  | 1.00   | .85    | .75    |      |
| 18 to 24 ins. TTT                                              |  | .85    | .70    | .60    |      |
| 9 to 12 ins. R.P.                                              |  | .09    | .08    | .07    |      |
| 6 to 9 ins. R.P.                                               |  | .07    | .06    | .05    |      |
| 4 to 6 ins. R.P.                                               |  | .05    | .04    | .03    |      |
| THUJA OCCIDENTALIS PYRAMIDALIS                                 |  |        |        |        |      |
| 2 to 3 ft. TTT                                                 |  | 1.25   | 1.10   | 1.00   |      |
| 15 to 18 ins. TTT                                              |  | .90    | .80    | .70    |      |
| 12 to 15 ins. TTT                                              |  | .70    | .60    | .50    |      |
| THUJA OCCIDENTALIS WOODWARDI                                   |  |        |        |        |      |
| 9 to 12 ins. R.P.                                              |  | .70    | .60    | .50    |      |
| 6 to 9 ins. R.P.                                               |  | .50    | .40    | .30    |      |
| THUJA ORIENTALIS                                               |  |        |        |        |      |
| 12 to 15 ins. R.P.                                             |  | .15    | .12    | .10    |      |
| 9 to 12 ins. R.P.                                              |  | .10    | .08    | .07    |      |
| 6 to 9 ins. R.P.                                               |  | .07    | .06    | .05    |      |
| Orders accepted according to our regular terms and conditions. |  |        |        |        |      |
| PLUMFIELD NURSERIES, INC.                                      |  |        |        |        |      |
| Fremont, Neb.                                                  |  |        |        |        |      |

JUNIPERUS PEITZERIANA LINERS  
8 to 12 ins. XX, \$47.50 per 100; \$425.00 per 1000. Free packing and our usual high quality. Terms—Cash with order.  
DAMASCUS NURSERIES  
Damascus, O.

# LINING-OUT LIST PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

ALL POTTED LINERS ON THIS LIST ARE PRICED FOR SHIPMENT IN PAPER POTS OR CUPS. THOSE WHO PREFER THE ORDINARY METHOD OF PACKING, OMITTING THIS ADDED PROTECTION, MAY DEDUCT 1c PER PLANT.

The 1000 rate applies on all orders; therefore, please order in multiples of 25 or more. EACH

|                                             |        |
|---------------------------------------------|--------|
| <b>BIOTA AUREA NANA BERCKMANS</b>           |        |
| 8 to 10-in. liners.....                     | \$0.18 |
| 2 1/2-in. pots.....                         | .20    |
| 6 to 8 ins., TTT, field-grown.....          | .40    |
| 8 to 10 ins., TTT, field-grown.....         | .45    |
| <b>BIOTA BAKERI</b>                         |        |
| 2 1/2-in. pots.....                         | .14    |
| 2 1/2-in. pots.....                         | .15    |
| 8 to 12 ins., TTT, field-grown.....         | .30    |
| 12 to 18 ins., TTT, field-grown.....        | .35    |
| <b>BIOTA BONITA</b>                         |        |
| 2 1/2-in. pots.....                         | .16    |
| 6 to 8 ins., TTT, field-grown.....          | .40    |
| 8 to 10 ins., TTT, field-grown.....         | .45    |
| <b>BIOTA EXCELSA</b>                        |        |
| 2 1/2-in. pots.....                         | .18    |
| *2 1/2-in. pots.....                        | .20    |
| 8 to 12 ins., TTT, field-grown.....         | .30    |
| 12 to 15 ins., TTT, field-grown.....        | .35    |
| <b>BIOTA SIBYLI</b>                         |        |
| *2 1/2-in. pots.....                        | .18    |
| 8 to 12 ins., TTT, field-grown.....         | .30    |
| 12 to 18 ins., TTT, field-grown.....        | .35    |
| <b>CEDRUS ATLANTICA</b>                     |        |
| *2 1/2-in. pots.....                        | .20    |
| <b>CEDRUS DEODARA</b>                       |        |
| 4 to 6-in. seedlings, 2-yr.....             | .05    |
| 6 to 8-in. seedlings, 2-yr.....             | .05    |
| 8 to 12-in. seedlings, 2-yr.....            | .09    |
| 12 to 18-in. seedlings, 2-yr.....           | .12    |
| (6 to 8-in. and up, mostly branched.)       |        |
| 2 1/2-in. pots.....                         | .19    |
| 2 1/2-in. pots.....                         | .20    |
| <b>CUNNINGHAMIA LANCEOLATA GLAUC.</b>       |        |
| Blue Chinese Fir.....                       |        |
| 6 to 8-in. liners.....                      | .18    |
| 2 1/2-in. pots.....                         | .20    |
| 2 1/2-in. pots.....                         | .22    |
| <b>JUNIPERUS CHINENSIS FORTUNEI</b>         |        |
| *2 1/2-in. pots.....                        | .24    |
| 2 1/2-in. pots.....                         | .25    |
| 8 to 12 ins., TTT, field-grown.....         | .35    |
| 12 to 15 ins., TTT, field-grown.....        | .40    |
| <b>JUNIPERUS CHINENSIS PFITZERIANA</b>      |        |
| 2 1/2-in. pots.....                         | .17    |
| 2 1/2-in. pots.....                         | .18    |
| <b>JUNIPERUS CHIN. PFITZERIANA COMPACTA</b> |        |
| 2 1/2-in. pots.....                         | .19    |
| 2 1/2-in. pots.....                         | .20    |
| <b>JUNIPERUS CHIN. PYRAMIDALIS COMPACTA</b> |        |
| 2 1/2-in. pots.....                         | .25    |
| <b>JUNIPERUS CHINENSIS SYLVESTRIS</b>       |        |
| 2 1/2-in. pots.....                         | .20    |
| 2 1/2-in. pots.....                         | .18    |
| 8 to 12 ins., TTT, field-grown.....         | .30    |
| 12 to 15 ins., TTT, field-grown.....        | .35    |
| <b>JUNIPERUS COMMUNIS KIYONOI</b>           |        |
| *2 1/2-in. pots.....                        | .20    |
| 6 to 8 ins., TTT, field-grown.....          | .30    |
| 8 to 12 ins., TTT, field-grown.....         | .35    |
| 12 to 15 ins., TTT, field-grown.....        | .40    |
| <b>JUNIPERUS EXCELSA STRICTA</b>            |        |
| 6 to 8 ins., TTT, field-grown.....          | .30    |
| 8 to 10 ins., TTT, field-grown.....         | .35    |
| <b>JUNIPERUS GLAUCA HETZI</b>               |        |
| 2 1/2-in. pots.....                         | .18    |
| 2 1/2-in. pots.....                         | .20    |
| 6 to 8 ins., TTT, field-grown.....          | .35    |
| <b>JUNIPERUS HIBERNICA FASTIGIATA</b>       |        |
| 2 1/2-in. pots.....                         | .16    |
| *2 1/2-in. pots.....                        | .18    |
| 8 to 12 ins., TTT, field-grown.....         | .35    |
| <b>JUNIPERUS SABINA TAMARISCIFOLIA</b>      |        |
| *2 1/2-in. pots.....                        | .20    |
| <b>JUNIPERUS VIRGINIANA KETELEERI</b>       |        |
| *2 1/2-in. pots.....                        | .25    |
| <b>TAXUS CUPIDATA</b>                       |        |
| 2 1/2-in. pots.....                         | .15    |
| *2 1/2-in. pots.....                        | .17    |
| <b>THUJA OCCIDENTALIS PYRAMIDALIS</b>       |        |
| 2 1/2-in. pots.....                         | .16    |
| 2 1/2-in. pots.....                         | .18    |
| <b>ABELIA EDWARD GOUCHER</b>                |        |
| *2-in. pots.....                            | .14    |
| *2 1/2-in. pots.....                        | .16    |
| *2 1/2-in. pots.....                        | .18    |
| <b>ABELIA GRANDIFLORA</b>                   |        |
| 2 1/2-in. pots.....                         | .14    |
| 2 1/2-in. pots.....                         | .16    |
| (Flats—175 rooted cuttings—                 |        |
| \$17.50 per Flat.)                          |        |
| <b>RUXUS HARLANDI</b>                       |        |
| 2 1/2-in. pots.....                         | .12    |
| <b>RUXUS JAPONICA</b>                       |        |
| 2 1/2-in. pots.....                         | .14    |
| 2 1/2-in. pots.....                         | .16    |
| 6 to 8 ins., TTT, field-grown.....          | .16    |
| 8 to 10 ins., TTT, field-grown.....         | .20    |
| 10 to 12 ins., TTT, field-grown.....        | .25    |
| <b>RUXUS SEMPERVIRENS</b>                   |        |
| Rooted cuttings.....                        | .05    |
| 4 to 6 ins., TT, bed-grown.....             | .08    |
| 6 to 8 ins., TT, bed-grown.....             | .10    |
| 1 1/2 x 2 1/2-in. Vita-Bands.....           | .12    |
| 2 x 2 1/2-in. Vita-Bands.....               | .14    |
| <b>RUXUS SUFFRUTICOSA</b>                   |        |
| Rooted cuttings.....                        | .07    |
| 4 to 6 ins., TT, bed-grown.....             | .10    |
| 1 1/2 x 2 1/2-in. Vita-Bands.....           | .12    |
| 2 x 2 1/2-in. Vita-Bands.....               | .14    |

(Continued in next column)

(Continued from previous column)

|                                       |         |
|---------------------------------------|---------|
| <b>CAMELLIA SASANKUA, MAIDEN'S</b>    |         |
| BLUSH, MINE-NO-YUKI,                  |         |
| ROSEA, SETSU GEKKA                    |         |
| 6 to 8-in. liners, extra-heavy.....   | .08     |
| 2 1/2-in. pots, extra-heavy.....      | .12     |
| <b>ELAEAGNUS FRUITLANDI</b>           |         |
| 2 1/2-in. pots.....                   | .19     |
| 2 1/2-in. pots.....                   | .20     |
| <b>EUONYMUS PATENS SIEBOLDIANUS,</b>  |         |
| Large Leaf.....                       |         |
| 2 1/2-in. pots.....                   | .13     |
| <b>EUONYMUS PATENS SIEBOLDIANUS,</b>  |         |
| Small Leaf.....                       |         |
| 1 1/2 x 2 1/2-in. Vita-Bands.....     | .11     |
| 2 1/2-in. pots.....                   | .12     |
| *2 1/2-in. pots.....                  | .13     |
| *2 1/2-in. pots.....                  | .15     |
| (Flats—130 rooted cuttings—           |         |
| \$10.40 per Flat.)                    |         |
| <b>GARDENIA FORTUNEI</b>              |         |
| 2 1/2-in. pots.....                   | .10     |
| 2 1/2-in. pots.....                   | .12     |
| (Flats—130 rooted cuttings—           |         |
| \$10.40 per Flat.)                    |         |
| <b>ILEX CORNUTA BURFORDI</b>          |         |
| 2 1/2-in. pots, heavy.....            | .18     |
| 2 1/2-in. pots, heavy.....            | .20     |
| 4-in. pots, heavy.....                | .45     |
| <b>ILEX CRENATA CONVEXA BULLATA</b>   |         |
| 2 1/2-in. pots.....                   | .19     |
| 2 1/2-in. pots.....                   | .20     |
| 2-in. pots, extra-heavy.....          | .35     |
| <b>ILEX CRENATA ROTUNDIFOLIA</b>      |         |
| 2 1/2-in. pots.....                   | .18     |
| 2 1/2-in. pots.....                   | .19     |
| <b>ILICUM ANISATUM</b>                |         |
| *2 1/2-in. pots.....                  | .18     |
| *2 1/2-in. pots.....                  | .19     |
| (Flats—125 rooted cuttings—           |         |
| \$18.75 per Flat.)                    |         |
| <b>JASMINUM FLORIDUM</b>              |         |
| 1 1/2 x 2 1/2-in. Vita-Bands.....     | .12     |
| 2 1/2-in. pots.....                   | .13     |
| (Flats—175 rooted cuttings—           |         |
| \$10.50 per Flat.)                    |         |
| <b>LAUROCERASUS CAROLINIANA</b>       |         |
| 2 1/2-in. pots.....                   | .14     |
| 2 1/2-in. pots.....                   | .15     |
| <b>LIGUSTRUM JAPONICUM</b>            |         |
| 3 to 4-in. seedlings.....             | .01     |
| 4 to 6-in. seedlings.....             | .01 1/2 |
| 6 to 8-in. seedlings.....             | .02     |
| (Flats—1 1/2 x 2 1/2 ins. Bands—      |         |
| 12 ins. 30 bands to the               |         |
| Flat—\$4.50.)                         |         |
| <b>LIGUSTRUM LUCIDUM COMPACTUM</b>    |         |
| 2 1/2-in. pots.....                   | .17     |
| 2 1/2-in. pots.....                   | .18     |
| <b>MAGNOLIA GRANDIFLORA</b>           |         |
| 2 1/2-in. pots.....                   | .04     |
| 4 to 6-in. seedlings.....             | .06     |
| 6 to 8-in. seedlings.....             | .08     |
| 8 to 10-in. seedlings.....            | .10     |
| 2 1/2-in. pots.....                   | .13     |
| 2 1/2-in. pots.....                   | .14     |
| <b>MAGNOLIA DOUGLASSII</b>            |         |
| 3 to 6-in. seedlings.....             | .06     |
| 2-in. pots.....                       | .09     |
| 2 1/2-in. pots.....                   | .10     |
| 2 1/2-in. pots.....                   | .12     |
| <b>PISTIOPORUM TOSIBA</b>             |         |
| 2 1/2-in. pots.....                   | .18     |
| <b>PODOCARPUS MACROPHYLLUS</b>        |         |
| *2 1/2-in. pots.....                  | .13     |
| <b>PYRACANTHA BELLI</b>               |         |
| 2 1/2-in. pots.....                   | .16     |
| 2 1/2-in. pots.....                   | .19     |
| <b>PYRACANTHA LALANDI</b>             |         |
| 2 1/2-in. pots.....                   | .16     |
| 2 1/2-in. pots.....                   | .18     |
| <b>PYRACANTHA YUNNANENSIS</b>         |         |
| 2 1/2-in. pots.....                   | .16     |
| <b>VIBURNUM TINUS</b>                 |         |
| *2 1/2-in. pots.....                  | .14     |
| *2 1/2-in. pots.....                  | .16     |
| <b>CORNUS FLORIDA, grafting grade</b> |         |
| 2 1/2-in. pots.....                   | .16     |
| 6 to 8 ins., TTT, field-grown.....    | .12     |
| 8 to 12 ins., TTT, field-grown.....   | .15     |
| <b>KOLKWTZIA AMABILIS</b>             |         |
| 2 1/2-in. pots.....                   | .16     |
| <b>LONICERA FLAMING BEAUTY</b>        |         |
| 2 1/2-in. pots.....                   | .15     |
| 2 1/2-in. pots.....                   | .16     |
| <b>MAGNOLIA LILIFLORA</b>             |         |
| *2 1/2-in. pots.....                  | .25     |
| 3-in. pots.....                       | .30     |
| 3 1/2-in. pots.....                   | .35     |
| 4-in. pots.....                       | .45     |
| <b>MAGNOLIA SOULANGEANA</b>           |         |
| 2 1/2-in. pots.....                   | .32     |
| 3-in. pots.....                       | .37 1/2 |
| 3 1/2-in. pots.....                   | .41     |
| <b>MAGNOLIA SOULANGEANA NIGRA</b>     |         |
| 2 1/2-in. pots.....                   | .26     |
| *3-in. pots.....                      | .28 1/2 |
| 3 1/2-in. pots.....                   | .31     |
| <b>SPRAEA REEVESIANA FLORE-PLENO</b>  |         |
| 2 1/2-in. pots.....                   | .16     |

**PRIVET**  
Thousands Amur River 12 to 18 ins.,  
\$2.00 per 100; 3 to 3 ft., \$4.00 per 100; 4 to 6  
ft., \$5.00 per 100.  
Attractive price on 1000 or more lots.  
**WOODLAWN NURSERY**  
Greenville, Ga.

## SEEDLINGS FOR SPRING

|                                             | Per 100  | Per 1000 |
|---------------------------------------------|----------|----------|
| Scotch Pine, 2-yr., 2 to 4 ins.....         | \$2.00   | \$10.00  |
| Scotch Pine, 2-yr., 4 to 6 ins.....         | 2.00     | 20.00    |
| Scotch Pine (Riga).....                     |          |          |
| 2-yr., 2 to 4 ins.....                      | 3.00     | 15.00    |
| Scotch Pine (Riga).....                     |          |          |
| 2-yr., 4 to 8 ins.....                      | 5.00     | 25.00    |
| Austrian Pine, 2-yr., 3 to 6 ins.....       | 4.00     | 20.00    |
| American Red Pine.....                      |          |          |
| 2-yr., 2 to 5 ins.....                      | 4.00     | 20.00    |
| Norway Spruce, 2-yr., 2 to 4 ins.....       | 3.00     | 15.00    |
| Norway Spruce, 2-yr., 4 to 8 ins.....       | 3.00     | 25.00    |
| White Spruce, 2-yr., 3 to 6 ins.....        | 4.00     | 20.00    |
| 4-yr., 4 to 8 ins.....                      | 6.00     | 30.00    |
| 4-yr., 8 to 12 ins.....                     | 8.00     | 40.00    |
| Colorado Blue Spruce.....                   |          |          |
| 2-yr., 2 to 4 ins.....                      | 3.50     | 18.00    |
| 3-yr., 3 to 6 ins.....                      | 6.00     | 30.00    |
| 3-yr., 6 to 10 ins.....                     | 8.00     | 40.00    |
| Douglas Fir, 2-yr., 2 to 4 ins.....         | 5.00     | 25.00    |
| Douglas Fir, 2-yr., 4 to 8 ins.....         | 7.00     | 35.00    |
| <b>TRANSPLANT</b>                           |          |          |
| Scotch Pine, 2-1, 3 to 5 ins.....           | 6.00     | 30.00    |
| Scotch Pine, 2-1, 5 to 8 ins.....           | 7.00     | 35.00    |
| Austrian Pine, 2-1, 3 to 6 ins.....         | 5.00     | 25.00    |
| White Pine, 2-2, 4 to 8 ins.....            | 7.00     | 35.00    |
| Norway Spruce, 2-1, 3 to 5 ins.....         | 5.00     | 25.00    |
| 2-2, 4 to 8 ins.....                        | 8.00     | 40.00    |
| 2-2, 6 to 10 ins.....                       | 10.00    | 50.00    |
| White Spruce, 2-1, 3 to 5 ins.....          | 6.00     | 30.00    |
| 2-2, 4 to 6 ins.....                        | 8.00     | 40.00    |
| 2-2, 6 to 10 ins.....                       | 10.00    | 50.00    |
| Cash or 25 per cent deposit when            |          |          |
| Balance C.O.D. 5 per cent discount on quan- |          |          |
| ties of 25,000.                             |          |          |
| <b>SAM DIBLE NURSERY</b>                    |          |          |
| Shelock, Pa.                                |          |          |
| <b>LINING-OUT STOCK</b>                     |          |          |
| 2/0 Austrian Pine, 100 1000 10,000          |          |          |
| 3 to 6 in.....                              | \$3.00   | \$20.00  |
| 2/0 Scotch Pine, Certified                  |          |          |
| Riga, 3 to 6 in.....                        | 3.50     | 25.00    |
| 2/0 Scotch Pine, Dark Gr.                   |          |          |
| Christmas Tree Strain,                      |          |          |
| 3 to 8 in.....                              | 3.00     | 20.00    |
| 100 1000 10,000                             |          |          |
| 2/0 American Arborvitae,                    |          |          |
| 3 to 4 in.....                              | \$ 3.00  | \$25.00  |
| 2/0 American Pyramid Arborvitae,            |          |          |
| 2 to 4 in.....                              | 3.50     | 30.00    |
| 2/0 Ware Arborvitae, 2 to 4 in.....         | 3.50     | 30.00    |
| 2/1 Balsam Fir, 2 to 6 in.....              | 4.00     | 30.00    |
| 3/0 Austrian Pine, 4 to 10 in.....          | 4.50     | 30.00    |
| 2/0 Jack Pine, 3 to 6 in.....               | 3.00     | 18.00    |
| 2/0 Mugho Pine, 2 cent deposit when         |          |          |
| 2/1 Mugho Pine, 2 to 4 in.....              | 5.00     | 45.00    |
| 3/0 Mugho Pine, 3 to 8 in.....              | 4.00     | 35.00    |
| 2/2 Mugho Pine, 4 to 8 in.....              | 10.00    | 90.00    |
| 2/0 Blk. Hills Spruce, 2 to 4 in.....       | 3.00     | 20.00    |
| 2/1 Blk. Hills Spruce, 2 to 4 in.....       | 5.00     | 35.00    |
| 2/2 Blk. Hills Spruce, 3 to 6 in.....       | 7.00     | 60.00    |
| 2/0 Colo. Blue Spruce, 2 to 4 in.....       | 3.50     | 22.50    |
| 3/0 Colo. Blue Spruce, 2 to 6 in.....       | 4.00     | 27.00    |
| 2/1 Colo. Blue Spruce, 3 to 4 in.....       | 5.00     | 45.00    |
| 2/0 Norway Spruce, 2 to 6 in.....           | 2.50     | 22.50    |
| 2/1 Norway Spruce, 3 to 6 in.....           | 5.00     | 45.00    |
| 2/2 Norway Spruce, 4 to 8 in.....           | 8.00     | 80.00    |
| 3/0 Norway Spruce, 4 to 8 in.....           | 4.00     | 35.00    |
| 2/1 White Spruce, 3 to 6 in.....            | 4.00     | 35.00    |
| 3/0 White Spruce, 3 to 7 in.....            | 3.00     | 25.00    |
| 2% discount for cash with order.            |          |          |
| <b>JOHN G. ZELENKA</b>                      |          |          |
| R. 2, Box 291 Grand Haven, Mich.            |          |          |
| <b>LINING-OUT STOCK</b>                     |          |          |
| Heavy rooted cuttings, Per 100 Per 1000     |          |          |
| Hex crenata convexa (bullata)               |          |          |
| 4 to 6 ins.....                             | \$ 8.00  | \$ 65.00 |
| 6 to 8 ins.....                             | 9.50     | 80.00    |
| Taxus cuspidata, 6 to 8 ins.....            | 9.90     | 80.00    |
| Taxus hicksii, 6 to 8 ins.....              | 9.00     | 80.00    |
| Abelia grandiflora, 6 to 8 ins.,            |          |          |
| from northern plants.....                   | 9.00     | 80.00    |
| 1-yr., 2 1/2-in. rose pots                  |          |          |
| Deutzia gracilis.....                       | 15.00    | 120.00   |
| Abelia grandiflora.....                     | 17.00    | 150.00   |
| Taxus cuspidata.....                        | 17.00    | 150.00   |
| Taxus Moon's columnaris.....                | 17.00    | 150.00   |
| Taxus hicksii.....                          | 17.00    | 150.00   |
| Hex crenata convexa (bullata)               |          |          |
| 2-yr., 2 1/2-in. rose pots                  |          |          |
| Pfitzer Juniper.....                        | 15.00    | 125.00   |
| Taxus cuspidata.....                        | 22.00    | 200.00   |
| Taxus brevifolia.....                       | 22.00    | 200.00   |
| All potted and bedded stock from 6 to 8-in. |          |          |
| cuttings.                                   |          |          |
| Packing free for cash with order. 25 per    |          |          |
| cent deposit on all orders.                 |          |          |
| <b>LEHIGH VALLEY NURSERIES, INC.</b>        |          |          |
| 1745 Linden St. Bethlehem, Pa.              |          |          |
| <b>IBOLIM PRIVET</b>                        |          |          |
| This is extra-heavy Privet for immediate    |          |          |
| effect, which could be used for parkways or |          |          |
| housing jobs. They are about 30 ft. wide,   |          |          |
| 3 to 4 ft.....                              | \$ 75.00 | per 100  |
| 4 to 5 ft.....                              | 100.00   | per 100  |
| We cannot afford to sell small quantities   |          |          |
| of these and pack them. These are offered   |          |          |
| to be shipped by truck or car only.         |          |          |
| <b>G. HOOGENDOORN</b>                       |          |          |
| Turner Road Newport, R. I.                  |          |          |
| <b>AMUR RIVER NORTH PRIVET</b>              |          |          |
| Excellent stock, well-bred.                 |          |          |
| Per 100 Per 1000                            |          |          |
| 12 to 18 ins.....                           | \$3.00   | \$20.00  |
| 18 to 24 ins.....                           | 4.00     | 25.00    |
| 2 to 3 ft.....                              | 5.00     | 30.00    |
| 3 to 4 ft.....                              | 6.00     | 40.00    |
| Orders filled promptly.                     |          |          |
| <b>TIDWELL NURSERIES</b>                    |          |          |
| Greenville, Ga.                             |          |          |



## EVERGREENS—Continued

| EVERGREEN LINERS AND CUTTINGS<br>POT-GROWN AND TRANSPLANTS |             |        |  |
|------------------------------------------------------------|-------------|--------|--|
| Each—Per 100 Per 1000                                      |             |        |  |
| Juniperus hetzi glauca,                                    |             |        |  |
| 1-yr. pots                                                 | .....\$0.22 | \$0.20 |  |
| Arborvitae, Pyramid, 1-yr. pots                            | .....20     | 18     |  |
| Arborvitae, Pyramid, 2-yr. pots                            | .....26     | 24     |  |
| Arborvitae, Globe Woodward,                                |             |        |  |
| 1-yr.                                                      | .....20     | 18     |  |
| HEAVY-ROOTED CUTTINGS                                      |             |        |  |
| From flats, rooted outside in lath house.                  |             |        |  |
| Delivery now or spring, 1953.                              |             |        |  |
| Each—Per 100 Per 1000                                      |             |        |  |
| Juniperus hetzi glauca                                     | .....\$0.11 | \$0.10 |  |
| Arborvitae, American                                       |             |        |  |
| Dark Green                                                 | .....10     | 09     |  |
| Arborvitae, Globe Woodward                                 | .....10     | 09     |  |
| Arborvitae, Pyramid                                        | .....10     | 09     |  |
| Euonymus patens                                            | .....06     | 05     |  |
| Euonymus vegetus                                           | .....09     | 08     |  |
| Taxus hatfieldi                                            | .....11     | 10     |  |
| Taxus media hickii                                         | .....11     | 10     |  |
| HEAVY-ROOTED CUTTINGS<br>JUNE 15 DELIVERY                  |             |        |  |
| Each—Per 100 Per 1000                                      |             |        |  |
| Arborvitae elegantissima                                   | .....\$0.10 | \$0.09 |  |
| Juniperus chinensis pfitzeriana                            | .....15     | 14     |  |
| Taxus cuspidata                                            | .....11     | 10     |  |
| Taxus intermedia                                           | .....11     | 10     |  |
| 2 per cent discount and free packing for cash with order.  |             |        |  |
| 250 plants at 1000 rate.                                   |             |        |  |
| MIAMI NURSERY CO.                                          |             |        |  |
| Tipp City, O.                                              |             |        |  |

| LINING-OUT STOCK<br>POTTED EVERGREENS                            |              |        |  |
|------------------------------------------------------------------|--------------|--------|--|
| Each—Per 100 1000                                                |              |        |  |
| Biota Aurea Nana                                                 | .....\$0.20  | \$0.16 |  |
| Dk. green Bakeri Arborvitae                                      | .....18      | 14     |  |
| Pyramid Arborvitae                                               | .....20      | 16     |  |
| Woodward Globe Arborvitae                                        | .....20      | 16     |  |
| Biota Globosa                                                    | .....18      | 15     |  |
| Juniperus Burki                                                  | .....25      | 22     |  |
| Juniperus Hetzi Glauca                                           | .....22      | 18     |  |
| 1-yr. FIELD-GROWN                                                |              |        |  |
| Dk. green Bakeri Arborvitae                                      | .....20      | 17     |  |
| Pyramid Arborvitae                                               | .....20      | 17     |  |
| Woodward Globe Arborvitae                                        | .....20      | 17     |  |
| B&B EVERGREENS                                                   |              |        |  |
| Each                                                             |              |        |  |
| Juniperus Virginiana Glauca, 3 to 3 1/2 ft.                      | .....\$3.00  |        |  |
| Juniperus Hetzi Glauca                                           | .....3.00    |        |  |
| Pyramid Arborvitae, 3 to 4 ft.                                   | .....2.00    |        |  |
| Juniperus Pfitzeriana                                            | .....3.00    |        |  |
| Juniperus Columnaris Glauca, 3 to 4 ft.                          | .....3.00    |        |  |
| Terms: Cash with order—Free packing.                             |              |        |  |
| 300 plants at 1000 rate.                                         |              |        |  |
| VOGE NURSERY                                                     |              |        |  |
| New Lebanon, O.                                                  |              |        |  |
| PITZER JUNIPER                                                   |              |        |  |
| Field-grown, sheared and well-shaped.                            |              |        |  |
| Suitable for resale or extra-heavy liners.                       |              |        |  |
| Shipped bare-rooted, packed in damp peat moss for cheap express. |              |        |  |
| POTTED LINERS                                                    |              |        |  |
| Grown 1 yr. in 2 1/2-in. pots.                                   |              |        |  |
| Per 100                                                          |              |        |  |
| 6 to 8 ins.                                                      | .....\$20.00 |        |  |
| 8 to 12 ins.                                                     | .....30.00   |        |  |

| WARE BROS NURSERY                                                                                                                                                                                  |              |        |        |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------|--------|
| P.O. Box 463                                                                                                                                                                                       |              |        |        |
| Houston, Miss.                                                                                                                                                                                     |              |        |        |
| JUNIPER GRAFTS                                                                                                                                                                                     |              |        |        |
| Canaerti, Glauca, Burki, Keteleeri, Chinese                                                                                                                                                        |              |        |        |
| Maecula, Hetzi and Pfitzer, on Virginiana Understock. Price 40c each. Terms—one-fourth cash and balance before shipping date, plus boxing charges at cost. All cash with orders earns free boxing. |              |        |        |
| Grafts will be in short supply again this year. Be wise and order now. Remember when better grafts are made, Crume will make them.                                                                 |              |        |        |
| T. C. Crume, Nursery & Landscaping Co.                                                                                                                                                             |              |        |        |
| Highway No. 42, Florence, Ky. Phone: 233                                                                                                                                                           |              |        |        |
| JUNIPERUS HETZI                                                                                                                                                                                    |              |        |        |
| 3 times transplanted—sheared 3 times                                                                                                                                                               |              |        |        |
| Full, heavy specimens, B&B                                                                                                                                                                         |              |        |        |
| 10-rate 100-rate 1000-rate                                                                                                                                                                         |              |        |        |
| Each Each Each                                                                                                                                                                                     |              |        |        |
| 24 to 30 ins.                                                                                                                                                                                      | .....\$4.00  | \$3.75 | \$3.50 |
| 30 to 36 ins.                                                                                                                                                                                      | .....4.50    | 4.25   | 4.00   |
| We invite your inspection and correspondence.                                                                                                                                                      |              |        |        |
| CHARLES KLEHM & SON                                                                                                                                                                                |              |        |        |
| Algonquin State Road                                                                                                                                                                               |              |        |        |
| Arlington Heights, Ill.                                                                                                                                                                            |              |        |        |
| Tel.: Clearbrook 3-293                                                                                                                                                                             |              |        |        |
| BEAUTIFUL RED CEDARS                                                                                                                                                                               |              |        |        |
| Per 1000                                                                                                                                                                                           |              |        |        |
| 5 to 10 ins.                                                                                                                                                                                       | .....\$20.00 |        |        |
| 10 to 15 ins.                                                                                                                                                                                      | .....35.00   |        |        |
| Per 100                                                                                                                                                                                            |              |        |        |
| 15 to 24 ins.                                                                                                                                                                                      | .....7.50    |        |        |
| 24 to 36 ins.                                                                                                                                                                                      | .....12.50   |        |        |
| 3 to 4 ft.                                                                                                                                                                                         | .....17.50   |        |        |
| Write for price list on B&B Evergreens.                                                                                                                                                            |              |        |        |
| Many varieties, also shrubs and shade trees.                                                                                                                                                       |              |        |        |
| ROLLERS NURSERIES                                                                                                                                                                                  |              |        |        |
| Rogers, Ark.                                                                                                                                                                                       |              |        |        |
| Unrooted cuttings of the following: Pfitzer Juniper, \$10.00 per 1000; Bakeri Arborvitae, \$15.00 per 1000; Spiny cret Juniper, \$15.00 per 1000; English Juniper, \$10.00 per 1000.               |              |        |        |
| KRONE'S FLOWER SHOP                                                                                                                                                                                |              |        |        |
| 4221 Grand Ave., Fort Smith, Ark.                                                                                                                                                                  |              |        |        |

| EVERGREEN LINERS                                                                       |              |  |  |
|----------------------------------------------------------------------------------------|--------------|--|--|
| Per 100                                                                                |              |  |  |
| 9000 Andorra Juniper, 6 to 9 ins., T.                                                  | .....\$10.00 |  |  |
| 2000 8 to 10 ins., T.                                                                  | .....15.00   |  |  |
| 900 12 to 15 ins., T.T.T.                                                              | .....65.00   |  |  |
| 1900 Juniperus Hetzi Glauca,                                                           |              |  |  |
| 6 to 9 ins., T.                                                                        | .....15.00   |  |  |
| 700 10 to 15 ins., T.                                                                  | .....35.00   |  |  |
| 900 Pfitzer Juniper, 8 to 12 ins., T.                                                  | .....35.00   |  |  |
| Cash with order appreciated. These are clean, healthy, well-rooted, field transplants. |              |  |  |
| WERRY'S NURSERIES, St. Marys, W. Va.                                                   |              |  |  |

| EUONYMUS RADICANS ERECTA, patens                                                             |  |  |  |
|----------------------------------------------------------------------------------------------|--|--|--|
| Newport; carrieri and coloratus. Rooted cuttings, 6c; 2-in. pots, 10c; 2-yr. field, XX, 20c. |  |  |  |
| BALTIC IVY. Rooted cuttings, 5c; 2-in. pots, 10c; 2-yr., 2 1/2-in. pots, 15c.                |  |  |  |
| VINCA MINOR BOWLES, divisions, 5c.                                                           |  |  |  |
| DELPHINIUM PACIFIC HYBRIDS. Separate colors and mixed. 2-in. pots, 9c.                       |  |  |  |
| 5 per cent off on 500. 25 per cent down to reserve.                                          |  |  |  |
| STRATFORD GARDENS                                                                            |  |  |  |
| Delaware, O.                                                                                 |  |  |  |

| EVERGREEN PLANT MATERIAL                                                                                                                                                   |  |  |  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|
| Liners and larger sizes of Azaleas, Cornus, Cotoneaster, Hex, Juniperus, Leucothoe, Picea, Pieris, Rhododendrons, Taxus, Teuga, Viburnum. Certified for shipment anywhere. |  |  |  |
| Wholesale Price List to the Trade.                                                                                                                                         |  |  |  |
| H. W. WEBER EVERGREEN NURSERY                                                                                                                                              |  |  |  |
| 16 Summer St. Weston 93, Mass.                                                                                                                                             |  |  |  |

| EVERGREENS                                                                                                                  |  |  |  |
|-----------------------------------------------------------------------------------------------------------------------------|--|--|--|
| Juniperus Pfitzeriana, unrooted cuttings from young plants. State-inspected, clean stock. Cut fresh when order is received. |  |  |  |
| \$15.00 per 1000. Cash with order.                                                                                          |  |  |  |
| SCHMIDT'S FLOWERS                                                                                                           |  |  |  |
| Youngstown, O.                                                                                                              |  |  |  |

| LANDSCAPE-SIZE PINES                                                                              |  |  |  |
|---------------------------------------------------------------------------------------------------|--|--|--|
| Scotch, red and white pines, 8 to 12 years old, grown at 2 to 3-ft. spacings. Pictures available. |  |  |  |
| SUDBURY NURSERIES, INC.                                                                           |  |  |  |
| South Sudbury, Mass.                                                                              |  |  |  |

| OLD ENGLISH BOXWOOD LINERS                                                                     |  |  |  |
|------------------------------------------------------------------------------------------------|--|--|--|
| Two years in bed, \$15.00 per 100, \$125.00 per 1000, cash with order. Free sample on request. |  |  |  |
| BROWN'S NURSERY                                                                                |  |  |  |
| Harmony, N. C.                                                                                 |  |  |  |

| JAPANESE BLACK PINE.                                                                    |  |  |  |
|-----------------------------------------------------------------------------------------|--|--|--|
| We are headquarters for heavy liners of a beautiful compact strain of Pinus thunbergii. |  |  |  |
| JOSEPH A. HREN NURSERIES                                                                |  |  |  |
| East Hampton, L. I., N. Y.                                                              |  |  |  |

| Several blocks well-grown Conifers.   |  |  |  |
|---------------------------------------|--|--|--|
| Perfect sizes for landscape work.     |  |  |  |
| Reasonably Priced.                    |  |  |  |
| Davenport Guerry Ornamental Nurseries |  |  |  |
| Macon, Ga.                            |  |  |  |

| EUONYMUS ALATUS COMPACTA                       |  |  |  |
|------------------------------------------------|--|--|--|
| 1-yr. transplants, 4 to 7 ft., \$25.00 per 100 |  |  |  |
| C. HOOGENDOORN                                 |  |  |  |
| Turner Road Newport, R. I.                     |  |  |  |

| Amur S. Privet, 1-yr. S., 18 to 24 ins., \$10.00 per 1000. Biota Orientalis, 3-yr. S.; 18 to 24 ins., B.R., 10c each. |  |  |  |
|-----------------------------------------------------------------------------------------------------------------------|--|--|--|
| LUKE NURSERY                                                                                                          |  |  |  |
| Pauls Valley, Okla.                                                                                                   |  |  |  |

## FRUIT AND NUT TREES

| JAPANESE FLOWERING CHERRY  |  |  |  |
|----------------------------|--|--|--|
| PRUNUS SUBHIETELLA PENDULA |  |  |  |

| Japanese Weeping Flowering Cherry.                                                                                |  |  |  |
|-------------------------------------------------------------------------------------------------------------------|--|--|--|
| The trees offered in this ad were collected for our firm from some of the best flowering trees in Occupied Japan. |  |  |  |

| 2-YEAR-OLD, FIELD-GROWN TREES |                     |  |  |
|-------------------------------|---------------------|--|--|
| 2 to 3 ft.                    | .....\$27.50 per 10 |  |  |
| 3 to 4 ft.                    | .....37.50 per 10   |  |  |

|                                                                                                                      |  |  |  |
|----------------------------------------------------------------------------------------------------------------------|--|--|--|
| All trees are shaped and well-branched. Shipped bare-rooted. Muddled and packed in damp peat moss for light express. |  |  |  |
|----------------------------------------------------------------------------------------------------------------------|--|--|--|

| WARE BROS. NURSERY |  |  |  |
|--------------------|--|--|--|
| P.O. Box 469       |  |  |  |
| Houston, Miss.     |  |  |  |

| PERSIMMONS                                                                                                                                                                                                                                                                            |                      |  |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|--|--|
| The best grafted trees of Japanese persimmons, ready to ship anywhere. Varieties: Tanenashi, Fuyugaki, Hachiya, Hyakume, Okame, Ormond, Tamopan, Tsuru, Galley (male bloom). We specialize in persimmons and have one of the largest selections of trees to be found in this country. |                      |  |  |
| 3 to 4 ft.                                                                                                                                                                                                                                                                            | .....\$70.00 per 100 |  |  |
| 4 to 5 ft.                                                                                                                                                                                                                                                                            | .....90.00 per 100   |  |  |
| 2-yr.                                                                                                                                                                                                                                                                                 | .....165.00 per 100  |  |  |

| Trees will be pruned for planting unless we are instructed to the contrary. Cash with order please, unless you have an account. |  |  |  |
|---------------------------------------------------------------------------------------------------------------------------------|--|--|--|
| GLEN SAINT MARY NURSERIES CO.                                                                                                   |  |  |  |
| Glen Saint Mary, Fla.                                                                                                           |  |  |  |

| PEARS                                                                                                                                                                     |                       |  |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|--|--|
| Some of the finest pears we have ever grown, grafted on Calleryana stock and particularly adapted to the southeastern states. Varieties: Pineapple, Orient, Carnes, Hood. |                       |  |  |
| 4 to 5 ft.                                                                                                                                                                | .....\$105.00 per 100 |  |  |
| 5 to 7 ft.                                                                                                                                                                | .....135.00 per 100   |  |  |
| BALDWIN, 5 to 7 ft.                                                                                                                                                       | .....165.00 per 100   |  |  |
| Trees will be pruned for planting unless we are instructed to the contrary. Cash with order please, unless you have an account.                                           |                       |  |  |
| GLEN SAINT MARY NURSERIES CO.                                                                                                                                             |                       |  |  |
| Glen Saint Mary, Fla.                                                                                                                                                     |                       |  |  |

FRUIT TREES IN SURPLUS  
MEAN BIG SAVINGS TO YOU!  
Priced to Sell—Top-Quality Trees.  
Cleanup Prices.

|                                                                                                                                                                                                                                                  |  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Order in multiples of 10 or 25.                                                                                                                                                                                                                  |  |
| 3000 Apple Trees—whips—Ideal to line out or sell immediately: 18 to 24 ins., only 10c; 2 to 3 ft., 12 1/2c; 3 to 4 ft., 15c each. Good Varieties: Red Delicious, Stayman Winesap, Yellow Delicious, Grimes' Golden, Rome Beauty, Jonathan, Lodi. |  |
| Write for special quotations on shade trees and shrubs. L.O. Stock priced right. Priced F.O.B.                                                                                                                                                   |  |

GLOBE NURSERIES  
"Economy Headquarters"  
McMinnville, Tenn.

| PAPERSHELL PECAN TREES                                                                                                                                        |  |  |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|
| Over 25 years' experience growing Pecan Trees on our proven better rootstock. Faster growth, earlier bearing.                                                 |  |  |  |
| Prices and sizes in lots of 5 and up: 3 to 4 ft., \$1.20; 4 to 5 ft., \$1.45; 5 to 6 ft., \$1.75; 6 to 7 ft., \$2.50; 7 to 8 ft., \$3.20; 8 to 9 ft., \$4.50. |  |  |  |

| Varieties: Burkett, Western Schley, San Saba Improved and Squirrel's Delight. Eastern varieties: Mahan, Delmas, Stuart, Success and Schley. All prices F.O.B. Goldthwaite, Tex. Cash with order or C.O.D. |  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| COCKRELL'S RIVERSIDE NURSERY                                                                                                                                                                              |  |
| Route 1 Goldthwaite, Tex.                                                                                                                                                                                 |  |

| CRAB APPLE GRAFTS                               |  |  |  |
|-------------------------------------------------|--|--|--|
| ELEYI                                           |  |  |  |
| DOLGO                                           |  |  |  |
| HOPA                                            |  |  |  |
| \$10.00 per 100, \$85.00 per 1000.              |  |  |  |
| Prepaid for cash with order.                    |  |  |  |
| We do contract grafting. Write for particulars. |  |  |  |
| PRITCHARD NURSERIES, Route 4.                   |  |  |  |
| Ottawa, Kan.                                    |  |  |  |

## GRAPES

| LARGE 2-YR. GRAPES   |             |  |  |
|----------------------|-------------|--|--|
| Concord and Fredonia |             |  |  |
| 100                  | .....\$8.00 |  |  |
| 1000                 | .....70.00  |  |  |
| DELIVERY ANY TIME!   |             |  |  |
| BASHAM NURSERY       |             |  |  |
| Mountainburg, Ark.   |             |  |  |

## GROUND COVERS

|                                                                                                     |              |  |
|-----------------------------------------------------------------------------------------------------|--------------|--|
| VINCA MINOR—Myrtle, periwinkle, 15 to 20 clumps, individually made up, \$50.00 per 1000.            |              |  |
| PACHYSANDRA—\$55.00 per 1000.                                                                       |              |  |
| HALL'S HONEYSUCKLE—3 to 5 branches, \$45.00 per 1000.                                               |              |  |
| THORNLESS LOCUST (Hispida)—shrub, red stem, large red and white bloom, 3 to 6 ft., \$80.00 per 100. |              |  |
| H. C. WAUGH                                                                                         |              |  |
| R.F.D. 2                                                                                            | Cheshire, O. |  |
| PACHYSANDRA TERMINALIS, strong rooted cuttings, \$3.75 per 100, \$35.00 per 1000.                   |              |  |
| Blackberry, 1000's Over 5000, \$22.50 per 1000.                                                     |              |  |
| DUNWOODIE NURSERIES, 6 Smart Ave. Yonkers, N. Y.                                                    |              |  |
| Yonkers 5-1473                                                                                      |              |  |

## LYONDEL GIANT HYBRID DELPHINIUM

We should SHOUT MORE about these LYONDEL HYBRIDS because they withstand the combination of droughty summers and severe winters. Exceptionally large flowers, wide range of beautiful colors; doubles, semidoubles and singles. Many customers report better than 90 per cent doubles.

If you have not grown these wonderful Delphinium—enjoy the best by test, and place your order now for spring delivery. MIXED COLORS ONLY.

FIELD-GROWN PLANTS—\$3.75 doz.; \$22.50 per 100; \$200.00 per 1000.

SEED from carefully selected plants, will germinate nearly 100 per cent—no refrigeration necessary to keep them, either. \$20.00 per oz.; \$11.00 per ½ oz.; \$6.00 per ¼ oz.

Write for our 1953 WHOLESALE LIST featuring the SUMMER-FLOWERING MUMS and other Choice PERENNIALS.

CORLISS BROS. INC. NURSERIES  
15 Reynard St. Gloucester, Mass.

## PEONIES

Strong, young roots, 3 to 5-eye and up Per 100  
Felix Crousse ..... \$45.00  
Festiva Maxima ..... 45.00  
Gloire de Boekloep ..... 45.00  
Karl Rosenfeld ..... 45.00  
Lady Alexandra Duff ..... 45.00  
Mac Mahon ..... 45.00  
Mme. Calot ..... 45.00  
Mons. Jules ..... 45.00  
Reine Hortense ..... 45.00  
Sarah Bernhard ..... 45.00  
Dicentra Spectabilis, 3 to 5-eye ..... 30.00  
Dicentra Spectabilis, 5 to 8-eye and up ..... 40.00  
Dicentra Eximia, 3 to 5-eye ..... 15.00  
Dicentra Eximia, 5 to 8-eye and up ..... 20.00  
Funkia Variegata yellow ..... 18.00  
Helleborus Niger (Christmas rose) ..... 65.00  
Eremurus Bungei, \$1.00 each.  
Eremurus Shefordi, Hybrid, \$1.50 each.  
Eremurus Robustus, \$2.00 each.  
HARDY NORTHERN-GROWN LILY BULBS  
New, rare, scarce and unusual as well as standard varieties. Send for your free copy. New wholesale list now ready.  
J. HENDRIKS, GROWER, Portage, Mich.

SELECTED CANNAS, Green Foliage.  
Quantities Available Per 100 Per 1000  
60,000 The President, large red ..... \$5.00 \$43.00  
25,000 Yellow King Humbert ..... 5.00 43.00  
10,000 Richard Wallace, canary yellow ..... 5.00 43.00  
2,000 Florence Vaughan, orchid-yellow ..... 5.00 43.00  
10,000 Hungaria, beautiful pink ..... 5.00 43.00  
10,000 City of Portland, large, orchid-pink ..... 5.00 43.00  
5,000 Copper Giant, dark pink ..... 5.00 43.00  
5,000 Dorothy S., reddish-pink ..... 5.00 43.00  
4,000 Eureka, white ..... 6.50 55.00  
Bronze Foliage Varieties  
40,000 Red King Humbert ..... 5.00 43.00  
4,000 Ambassadors, dark velvety red ..... 5.00 43.00  
4,000 Wyoming, orange ..... 5.50 46.00  
Cash or C.O.D.  
MONARCH PLANTFARMS  
Lock Box 826 Kalamazoo 99, Mich.

Wistaria Sinensis (blue), strong 2-yr. grafts, field-grown. This is the true Sinensis which has the short truss and deeper color. It blooms heavily before any foliage appears and also blooms intermittently throughout the summer.

Wistaria Rosea (pink), strong, 2-yr. grafts, field-grown. All these scions were taken from heavy-flowering plants.

\$75.00 per 100.  
C. HOOGEENDOORN  
Turner Road Newport, R. I.

Strong field-grown perennials for spring shipment. Place your order now.

Per 100  
Aquilegia—Mrs. Scott's ..... \$6.00  
Carnation—Grenadin mixed ..... 6.00  
Delphinium—Giant Pacific, mixed colors ..... 8.00  
Shasta Daisy—Alaska ..... 6.00  
Shasta Daisy—Double ..... 8.00  
Viola—Cornuta, mixed colors ..... 4.00

NORTH POLE NURSERY  
Cornucopia, Wis.

HARDY FERNS

Ostrich, Lady, Clayton and Maidenhair, \$7.50 per 100; xx size, \$10.00.

STRAND NURSERY CO.  
Taylors Falls, Minn.

PERENNIALS

New and standard kinds.

New wholesale list now ready.

CARROLL GARDENS  
Box 15 Westminster, Md.

America's Best Source for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

Panicles, perennials and rock plants in wide variety. Send for catalog.

PITZONKA'S PANSY FARM

Bristol, Pa.

CLEMATEL MONTANA RUBENS  
(Pink-flowering Anemone clematis)

Strong field-grown plants  
3 to 4 ft. stalked

\$100.00 per 100.

C. HOOGEENDOORN

Turner Road Newport, R. I.

PERENNIALS Per 100 Per 1000

Aster Frikarti, rooted cuttings, \$10.00 \$90.00

Lythrum Morden's Pink, 1-yr.,

field-grown, No. 2 grade, 10.00 90.00

PLANE VIEW NURSERY, NEWPORT, R. I.

TEUCRIUM CHAMAEDRYS

Well-rooted cuttings,

\$5.00 per 100, \$45.00 per 1000.

BEARDSLEE NURSERY Perry, O.

## HARDWOOD CUTTINGS

HARDWOOD CUTTINGS

We have very large cutting blocks listing more than 50 varieties of shrubs and trees.

On account of the time necessary to process them it is urgently requested that we have your order early.

Per 1000

Aronia melanocarpa ..... \$ 4.00

Cornus amomum ..... 4.00

Cornus lutes (yellow bark) ..... 4.00

Cornus paniculata ..... 4.00

Cornus sibirica ..... 5.00

Diervilla trifida ..... 4.00

Elder, canadensis ..... 5.00

Elder, Cutleaf ..... 4.00

Elder, red-bered ..... 5.00

Foraythia intermedia ..... 3.00

Foraythia ovata ..... 4.00

Foraythia prunifolia ..... 4.00

Foraythia spectabilis ..... 3.00

Honeysuckle, bella albidia ..... 3.00

Honeysuckle, bella rosea ..... 3.00

Honeysuckle, korolkowi ..... 5.00

Honeysuckle, morrowi ..... 3.00

Honeysuckle, tat. rosea ..... 5.00

Honeysuckle, zabel ..... 5.00

Hydrangea G. ..... 5.00

Hydrangea P.G. ..... 5.00

Juniper, Andorra ..... 12.00

Juniper, Pfitzer ..... 12.00

Philadelphus Amalthee ..... 4.00

Philadelphus Bouquet Blanc ..... 3.00

Philadelphus grandiflorus ..... 3.00

Philadelphus lemoinei ..... 5.00

Philadelphus Mt. Blanc ..... 3.00

Physocarpus opulifolius ..... 4.00

Physocarpus opulifolius ..... 4.00

Poplar, Lombardy ..... 3.00

Privet, Ibota ..... 3.00

Privet, Regel (true) ..... 5.00

Snowberry, white ..... 4.00

Sorbaria sorbifolia ..... 3.00

Spiraea billardi ..... 3.00

Spiraea froebelii ..... 4.00

Spiraea thunbergii ..... 4.00

Spiraea trichocarpa ..... 3.00

Spiraea vanhouttei ..... 4.00

Taxus canadensis ..... 12.00

Taxus cuspidata ..... 12.00

Thuja glabrescens ..... 12.00

Thuja pyramidalis ..... 12.00

Thuja, Siberian ..... 12.00

Viburnum dentatum ..... 4.00

Willow, dwarf Arctic ..... 4.00

Willow, French ..... 5.00

Willow, Niobe ..... 3.00

Willow, Wisconsin ..... 4.00

Packed free. Cash with order, please.

Delivery in good order guaranteed.

SCOTCH GROVE NURSERY

Scotch Grove, Ia.

BEAUTY BUSH, Kolkwitzia. Cuttings from new wood, 500, \$5.50; 1000, \$10.00.

Cash with order, express collect.

ANDREWS' NURSERY

Box 442 Chapel Hill, N. C.

## IVIES

IVIES

English—Hedera helix.

Baltic—Hedera helix baltica.

2½-in., \$12.00 per 100.

English Tree Ivy, Hedera helix arboreascens.

2-in., \$20.00 per 100.

No charge for packing

when cash accompanies order.

THE HOLLANDIA GARDENS

South Vienna, Ohio

Hardy ENGLISH IVY from stock surviving in our nursery at below zero temperatures.

Rooted cuttings, \$30.00 per 1000. PREPAID.

BABCOCK GARDENS

R. 3 Jamestown, N. Y.

## LINING-OUT STOCK

HERBERIS THUNBERGII ATROPUR-  
PUREA (Red Barberry). Nicely branched,  
2-yr., 6 to 9-in. plants at \$6.00 per 100, \$50.00  
per 1000. A copy of our 1953 wholesale 78-  
page catalog sent on request.

THE TINGLE NURSERY CO.  
Pittsfield 12, Md.

See our Classified Ad in this issue under

EVERGREENS

T. G. OWEN & SON, INC.

Columbus, Miss.

## 1952 Lining-out Stock

Per 100 Per 1000

14,500 Althaea, 1-yr. adgs. .... \$ 4.50 \$ 45.00

300 Althaea Coelestis, 2½

to 3 ft., heavy, each 20c

800 Althaea Woodbridge 2½ to

to 3 ft., heavy, each 20c

1000 Althaea W.R. Smith, 2½

to 3 ft., heavy, each 20c

2000 Ampelopsis Veitchii,

1-yr. adgs. .... 5.50 45.00

3500 Azalea Mollis, 2-yr.,

T. FR ..... 25.00 200.00

900 Cotoneaster Divaricata,

2-yr., 9 to 12 ins.,

T. FR ..... 30.00 250.00

9000 Cydonia Japonica,

1-yr. adgs. .... 4.50 35.00

2000 Cydonia Japonica,

2-yr. adgs. .... 8.50 75.00

1000 Euonymus Radicans

Vegetus, 2-yr., T. FR. 35.00 300.00

400 Euonymus Radicans

Variegatus,

2-yr., T. FR. .... 35.00 300.00

1000 Hydrangea P.G., 1-yr.,

9 to 12 ins. .... 15.00 140.00

700 Hydrangea P.G.,

2-yr., 12 to 15 ins.,

T. FR ..... 30.00 250.00

1225 Liquidambar Styraciflua,

1-yr. adgs. .... 7.00 60.00

1000 Philadelphus Virginialis,

2-yr., 15 to 18 ins.,

T. FR ..... 30.00 250.00

4050 Picea Excela, 3-yr.,

T. FR ..... 30.00 250.00

5500 Pieris Japonica, 2-yr., TT

30.00 250.00

Rosa Multiflora

grafting size ..... 5.00 40.00

Rosa Multiflora,

2 to 3 MM. .... 2.50 18.00

Rosa Multiflora,

3 to 6 MM. .... 4.00 30.00

1300 Rosa Rugosa (mixed),

1-yr. adgs. .... 5.50 45.00

350 Taxus Media Helleri

No. 92, 2-yr., T. .... 30.00 250.00

900 Taxus Media Hicksi,

2-yr., T. .... 30.00 250.00

1525 Taxus Media Microphylla,

2-yr., T. .... 30.00 250.00

5000 Thuja Occidentalis, 2-yr.,

grafting size ..... 7.00 60.00

1400 Thuja Occidentalis Nigra

3-yr., TT, FR. .... 70.00 600.00

2500 Thuja Occidentalis

Pyramidalis, 2-yr.,

graft, FR ..... 70.00 600.00

3000 Thuja Orientalis Aurea

Nana (Biota), 2-yr.,

graft, FR ..... 60.00 500.00

T—Once Transplanted: TT—Twice Trans-

planted: FR—Field Row.

BOULEVARD NURSERIES

Newport, R. I.

## LINE-OUTS—OUTSIDE-GROWN

Winter-Hardened—Fully Acclimated

25 at 100 rate Per 100

Chittamwood, rare tree, 1-yr. adgs. .... \$10.00

Hardy Chinaberry, 6 to 12 ins. .... 9.00

Unusual Red Firethorn, 5 to 11 ins. .... 20.00

Mimosa Silk Tree, 6 to 12 ins. .... 8.00

Sycamore Maple, rare, 4 to 10 ins. .... 9.00

May Day Tree, attractive, 6 to 12 ins. .... 10.00

Flowering Oriental Cherry, 10 to 15 ins. .... 20.00

Boston Bald Cypress, 1 to 2 ft. .... 15.00

White Oak, dense foliage, 6 to 12 ins. .... 6.00

American Filberts, bear early,

8 to 12 ins. .... 15.00

Big Shellbark Hickory, 6 to 10 ins. .... 12.00

Giant Shagbark Hickory, 6 to 10 ins. .... 12.00

Scaly-bark Hickory, 6 to 10 ins. .... 12.00

Biota Orientalis Compacta, 6 to 10 ins. .... 10.00

Biota Orientalis Compacta, 1-yr. adgs. .... 5.00

White Pine, 1-yr. adgs. .... 6.00

Austria Pine, 1-yr. adgs. .... 6.00

Scotch Pine, 1-yr. adgs. .... 6.00

Yuccas, 3 hardy evergreen types,

asstd. .... 12.00

Siberian Pea Shrub, 6 to 12 ins. .... 8.00

Monk's Pepper Tree, 8 to 12 ins. .... 10.00

Boston Ivy, 4 to 10 ins. .... 8.00

Kudzu Vine, root crowns ..... 8.00

No packing charge—remit with order.

PRAIRIE SOUTHWEST FLORETUM,

## FIELD-GROWN JUNIPER LINERS

|                                          | Per 100 |
|------------------------------------------|---------|
| Juniperus chinensis pfitzeriana          | \$15.00 |
| 1-yr. 8 to 12 ins.                       | 27.50   |
| 2-yr. 8 to 12 ins.                       | 27.50   |
| Juniperus chinensis pfitzeriana compacta |         |
| 1-yr. 6 to 8 ins.                        | 15.00   |
| 1-yr. 8 to 12 ins.                       | 20.00   |
| Juniperus communis (English)             |         |
| 1-yr. 8 to 12 ins.                       | 12.50   |
| 1-yr. 12 to 15 ins.                      | 15.00   |
| Juniperus communis ashfordi              |         |
| 1-yr. 6 to 8 ins.                        | 12.50   |
| 1-yr. 8 to 12 ins.                       | 15.00   |
| 2-yr. 12 to 15 ins.                      | 20.00   |
| Juniperus communis cracovia              |         |
| 1-yr. 6 to 8 ins.                        | 12.50   |
| 1-yr. 8 to 12 ins.                       | 17.50   |
| Juniperus communis fastigiata            |         |
| 1-yr. 6 to 8 ins.                        | 15.00   |
| 2-yr. 8 to 12 ins.                       | 20.00   |
| Juniperus communis hibernica             |         |
| 1-yr. 6 to 8 ins.                        | 12.50   |
| 1-yr. 8 to 12 ins.                       | 15.00   |
| 2-yr. 12 to 15 ins.                      | 17.50   |
| 2-yr. 15 to 18 ins.                      | 22.50   |
| Juniperus communis kiyonoi               |         |
| 1-yr. 6 to 8 ins.                        | 15.00   |
| 1-yr. 8 to 12 ins.                       | 17.50   |
| 2-yr. 12 to 15 ins.                      | 22.50   |
| Juniperus glauca hetzi                   |         |
| 1-yr. 6 to 8 ins.                        | 15.00   |
| 1-yr. 8 to 12 ins.                       | 17.50   |
| Juniperus sabina von Ebron               |         |
| 1-yr. 6 to 8 ins.                        | 15.00   |
| 1-yr. 8 to 12 ins.                       | 20.00   |
| 2-yr. 12 to 15 ins.                      | 22.50   |
| Juniperus virginiana                     |         |
| 1-yr. 6 to 8 ins.                        | 17.50   |
| 2-yr. 8 to 12 ins.                       | 22.50   |
| Juniperus virginiana kosteriana          |         |
| 1-yr. 6 to 8 ins.                        | 12.50   |
| 1-yr. 8 to 12 ins.                       | 17.50   |

Cash with order, packing free.  
HYERS NURSERY CO.  
Chase, Ala.

## CAMELIA JAPONICA LINERS

Two and three-year-old Camellia Japonica, grown in 4-in. pots, 5-in. pots and quart cans. Good percentage branched and budded—ideal stock for lining out, planting in containers or resale. Shipped in containers or paper pots.

## RAKE GROUP I:

Per 100: 8 to 12 ins., \$75.00; 12 to 18 ins., \$85.00.  
Adolph Audusson Red, Adolph Audusson Var., Florence Stratton, Gen. George Patton, Haku-takuten, Imperator (French), Iwan-shibori, Judge Barrett, Letitia Schrader, Lila Rosa, Lindsay Neill, Morning Glow, Oniji, Pride of Descanso, White Empress, Woodville Red.

## RAKE GROUP II:

Per 100: 8 to 12 ins., \$50.00; 12 to 18 ins., \$60.00; 18 to 24 ins., \$75.00.  
Bessie McArthur, Casablanca, Confagration, Crepe Rosette, Davis Rose Dawn, Eleanor of Fairbanks, Emperor of Russia, Fred Sander, Goshu-guruma, Hirenge, Kokuryo (Black Dragon), Lady Mary Cromartie Var., Martha Brice, Mathotiana (Purple Dawn), Mathotiana Variant, Mrs. Charles Cobb, Vedrine, Vittorio Emanuele, Virgin Blush, Yohel-haku (September Morn).

## STANDARD GROUP I:

Per 100: 8 to 12 ins., \$40.00; 12 to 18 ins., \$50.00; 18 to 24 ins., \$60.00.  
Debutante, Duchess of Sutherland, Hermie, Lady Vansittart Var., Mathotiana Rosea, Home, Pink Perfection, Prof. Sargent, Puristy, Snowdrift, Teutonia Pink, Teutonia White.

## STANDARD GROUP II:

Per 100: 8 to 12 ins., \$30.00; 12 to 18 ins., \$40.00; 18 to 24 ins., \$50.00.  
Brooklynana, Carabelli, Candidissima, Countess of Orkney, Opulenta Penny, Prince Eugene Napoleon, Stile's Perfection Pink, William Downing.

## OVERLOOK NURSERIES, INC.

Crichton Station Mobile, Ala.

Evergreen liners in wood plant burlaps. Packed upright in open-top crates. Not necessary to unpack. Will continue to grow.

PFITZER JUNIPER. Each

6 to 8 ins. \$0.14  
8 to 10 ins. .20  
10 to 12 ins. .26

GOLDEN PFITZER JUNIPER. Each

8 to 10 ins. .20  
10 to 12 ins. .26

GREEK JUNIPER (Excelsa stricta). Each

8 to 10 ins. .20  
10 to 12 ins. .26

ANDORRA JUNIPER (Horizontalis plumosa). Each

8 to 10 ins. .20  
10 to 12 ins. .26

ASHFORD JUNIPER. Each

10 to 15 ins. 2-yr. .20  
JUNIPERUS PROCUMBENS. Each

8 to 10 ins. .35  
6 to 10 ins. .20

TAXUS CUSPIDATA. Each

6 to 8 ins. 2-yr. .20  
TAXUS CAPITATA. Each

6 to 8 ins. 2-yr. .20  
EUONYMUS COLORATUS. Each

6 to 10 ins. RC, 1-yr. .05  
EUONYMUS PATENS. Each

Small leaf .14  
Prices are for 300 or more, total order. Less than 300, 2c more per plant.

Book your order for spring.  
McNICH GREENHOUSES  
St. Joseph, Mo.

## LINING-OUT STOCK—SPRING, 1953

|                    | Per 100 | Per 1000 | Per 5000 |
|--------------------|---------|----------|----------|
| 1-0 Scotch Pine.   | \$2.25  | \$12.00  | \$55.00  |
| 1 to 4 ins.        |         |          |          |
| 2-0 Scotch Pine.   | 2.50    | 15.00    | 70.00    |
| 2 to 5 ins. (Riga) |         |          |          |
| 2-0 Scotch Pine.   | 4.50    | 22.50    | 100.00   |
| 3 to 7 ins.        |         |          |          |
| 2-0 Scotch Pine.   | 6.00    | 28.00    | 125.00   |
| 7 to 10 ins.       |         |          |          |
| 2-0 Norway Spruce. | 3.00    | 20.00    | 95.00    |
| 2 to 6 ins.        |         |          |          |

Prices quoted include all packing and shipping charges. Cash with order please.  
VAN'S PINES  
West Olive, Mich.

## PEONIES

## PEONIES

|                        |                      |
|------------------------|----------------------|
| 20 Duchess of Portland | 250 Mons. Jules Elie |
| 125 Edulis Superba     | 85 Bunker Hill       |
| 75 Frances Willard     | 220 Felix Crousse    |
| 30 Mary Brand          | 25 Ruigegno          |
| 40 Samuel Hughes       | 45 Souv. de Louis    |
| 35 Talcoon             | Bigot                |
| 35 Tourangelles        | 35 Therese           |
| 120 Walter Faxon       | 110 Venus            |
|                        | 15 Le Cygne          |

Good 3 to 5-eye divisions cut from young plants. 25c each for entire lot. Packing free. Named king 30c each.  
HILLENMEYER NURSERIES  
Lexington, Ky.

Peony Felix Crousse, standard commercial red, 2-yr. clumps grown from small divisions, 45c each. Minimum order, 10 plants. Cash with order, express collect.

ANDREWS' NURSERY  
Box 442 Chapel Hill, N. C.

## ROOTED CUTTINGS

|                                                                             | Per 10 | Per 100 | Per 1000 |
|-----------------------------------------------------------------------------|--------|---------|----------|
| Arborvitae Elegantisima.                                                    | \$0.10 | \$0.09  | \$0.08   |
| 6 to 10 ins.                                                                |        |         |          |
| Arborvitae Globe                                                            | .10    | .09     | .08      |
| Arborvitae Pyramidalis                                                      |        |         |          |
| 6 to 10 ins.                                                                | .10    | .09     | .08      |
| Juniper, Andorra, 4 to 8 ins.                                               | .14    | .13     | .12      |
| Juniper, Irish, 4 to 8 ins.                                                 | .12    | .11     | .10      |
| Juniper, Pfitzer, 4 to 8 ins.                                               | .14    | .13     | .12      |
| Juniper, Savin, 4 to 8 ins.                                                 | .14    | .13     | .12      |
| Taxus Capitata (Leaders only), 6 to 10 ins.                                 | .20    | .18     | .16      |
| Taxus Cuspidata, 6 to 10 ins.                                               | .10    | .09     | .08      |
| Taxus Hicksi, 6 to 10 ins.                                                  | .10    | .09     | .08      |
| Taxus Intermedia, 6 to 10 ins.                                              | .10    | .09     | .08      |
| Grafted Spruce, 2 1/2-in. pots, Koster Blue and Moerheim Blue, \$1.25 each. |        |         |          |
| PLANT BANDS                                                                 | Per 10 | Per 100 | Per 1000 |
| Arborvitae, Globe                                                           | \$0.20 | \$0.18  | \$0.16   |
| Arborvitae, Pyramidalis, 6 to 10 ins.                                       | .20    | .18     | .16      |
| Junipers, Pfitzer, 4 to 8 ins.                                              | .25    | .23     | .22      |
| Taxus Capitata, 6 to 10 ins.                                                | .28    | .26     | .24      |
| Taxus Cuspidata, 6 to 10 ins.                                               | .18    | .17     | .16      |
| Taxus Hicksi, 6 to 10 ins.                                                  | .17    | .17     | .16      |

300 at 1000 rate. Packing free.  
DRAKE'S NURSERIES  
G-4342 Branch Road Flint 6, Mich.

## ROOTED CUTTINGS FROM GREENHOUSE

|                                    | Per 1000 |
|------------------------------------|----------|
| Biota Bakeri, 2 to 4 ins.          | \$70.00  |
| Biota Conspicua Aurea, 2 to 4 ins. | 70.00    |
| Biota Excelsa, 2 to 4 ins.         | 70.00    |
| Euonymus Japonica, 2 to 4 ins.     | 80.00    |
| Euonymus Japonicus, 4 to 6 ins.    | 60.00    |
| Euonymus Japonicus, 4 to 6 ins.    | 60.00    |
| Hex Rotundifolia, 2 to 4 ins.      | 60.00    |

## SPRING DELIVERY

|                                                 |       |
|-------------------------------------------------|-------|
| Biota Fruitlandi (Berckmans Green), 2 to 4 ins. | 70.00 |
| Biota Fruitlandi (Berckmans Green), 4 to 6 ins. | 80.00 |
| Hex Crenata Rotundifolia, 2 to 4 ins.           | 60.00 |
| Hex Crenata Rotundifolia, 4 to 6 ins.           | 70.00 |
| Juniper, Pfitzer, 2 to 4 ins.                   | 60.00 |
| Juniper, Pfitzer, 4 to 6 ins.                   | 70.00 |

Cash with order. 25% deposit on Spring Delivery.  
BROSEMER NURSERY  
Rt. 1, Box 165 Huntsville, Ala.

## ROSEBUSHES

## MARTIN'S ROSE NURSERY

## BETTER ROSEBUSHES FOR LESS MONEY

Wholesale Only  
Lists now ready

Nurserymen, Florists & Dealers  
P. O. Box 165, Arp, Tex.

## ROSEBUSHES

2-yr. plants, grown right, graded right, packed right. Very complete assortment of varieties. Write for prices and book your requirements now.

## ROSEMONT NURSERIES

D. L. Thompson, Mgr. Tyler, Tex.  
West's best-grown rose bushes and trees. Climbers and Patents: Surplus.  
PETER J. BOOY ROSE NURSERY  
San Jacinto, Calif.

## NEW LONDON ROSES

The Nursery  
THAT  
Quality Built.

List mailed promptly to the trade.

P. O. Box 876 Overton, Tex.

ROSE BUSHES—Field-fresh, dug and packed for maximum protection assuring satisfaction on delivery. All-America Rose Selections and favorite standard varieties. Write for 1953 prices. Use company letterhead please!

Box 867-Q ARP NURSERY CO. Tyler, Tex.

We still have available two or three cars of rosebushes. Good selection. Our Phone No. is 2-1171. M. Oliver, P. O. Box 86, Tyler, Tex.

If you don't find it listed here  
Try a Wanted ad in the next issue  
of the American Nurseryman.

## SEEDS

## SEEDS

| Popular nursery items.                                | Per 1/4 lb. | Per lb. |
|-------------------------------------------------------|-------------|---------|
| Arborvitae, Oriental                                  | \$0.60      | \$1.50  |
| Arborvitae, Oriental, Compacta                        | .80         | 2.25    |
| Arborvitae, Oriental, Pyramidalis                     | .80         | 2.25    |
| Cypress, Arizona                                      | .90         | 2.50    |
| Fir, Concolor                                         | 1.65        | 4.50    |
| Ginkgo                                                |             | 1.00    |
| Juniperus Communis, upright columnar, clean           | .70         | 2.00    |
| Juniperus Scopulorum, northern, clean                 | 1.65        | 4.50    |
| Juniperus Virginiana, clean                           | 1.25        | 3.75    |
| Juniperus Virginiana, Platte River, 90 per cent sound | 1.75        | 5.00    |
| Pine, Austrian                                        | .30         | 2.25    |
| Pine, Monterey                                        | .90         | 2.50    |
| Pine, Mugho, lowland                                  | 1.10        | 3.00    |
| Pine, Mugho, dwarf, mountain seed                     | 1.85        | 5.25    |
| Pine, Fonderosa, hardy                                | 1.40        | 4.00    |
| Pine, Red (resinosa)                                  | 7.20        | 20.00   |
| Pine, Scotch, fast-growing green strains              | 1.65        | 4.50    |
| Pine, Scotch, northern, rigensis, moderate grower     | 4.50        | 12.00   |
| Pine, White                                           | 1.00        | 2.75    |
| Spruce, Black Hills                                   | 5.20        | 14.00   |
| Spruce, Colorado                                      | 2.75        | 7.50    |
| Spruce, Colorado Blue                                 | 3.60        | 10.00   |
| Spruce, Engelmann Blue                                | 3.10        | 8.50    |
| Spruce, Norway, fast-growing                          | 2.00        | 5.50    |
| Spruce, Norway, windburn-resistant, northern          | 1.65        | 4.50    |
| Spruce, White (canadensis or glauca)                  | 1.40        | 4.00    |
| Ash, Green                                            |             | .70     |
| Birch, European, white, clean                         | .80         | 2.25    |
| Broom, Scotch                                         | .60         | 1.50    |
| Dogwood, Flowering, New England, D.B.                 | .90         | 2.50    |
| Dogwood, Flowering, middle Atlantic states, clean     | .90         | 2.50    |
| Gum, Black (Nyssa), clean                             | 1.10        | 3.00    |
| Hawthorn, English                                     | 1.00        | 2.50    |
| Honeysuckle, Tartarian                                | 1.55        | 4.25    |
| Locust, Black                                         | 1.00        | 2.50    |
| Locust, Honey, thorny                                 | .50         | 1.00    |
| Locust, Honey, thornless                              | .50         | 1.00    |
| Maple, Ash Leaf                                       | .65         | 1.50    |
| Maple, Norway                                         | 1.00        | 2.50    |
| Maple, Sugar                                          | .65         | 1.75    |
| Mulberry, Russian                                     | 1.75        | 5.00    |
| Persimmon, Native                                     | 1.00        | 2.50    |
| Redbud, American                                      | 1.00        | 2.50    |
| Redbud, Chinese                                       | 1.65        | 4.50    |
| Tulip Tree, Southern                                  | 1.00        | 2.50    |
| Tulip Tree, Northern                                  | .60         | 1.50    |
| Apple, French Cider Crab                              | 1.25        | 3.50    |
| Cherry, Mazzard, American                             | 1.00        | 2.50    |
| Cherry, Mazzard, imported                             | .60         | 1.50    |
| Pear, Common                                          | 1.20        | 3.50    |
| Plum, American                                        | 1.35        | 3.50    |
| Plum, Myrobalan                                       | 1.00        | 2.50    |

F. W. SCHUMACHER  
P. O. B. 131 Jamaica Plain 30, Mass.

## 1952 CROP SEEDS

Per 1/4 lb. Per lb.  
Abies concolor \$1.50 \$5.50  
Picea pungens glauca 2.25 8.00  
The Blue Spruce offered here germinated 85 per cent for us when tested. The Concolor Fir has just been received from our Colorado supplier. No time yet to germinate it, but it shows a high cutting test and every indication of being 1952 crop seed. We recommend both these items. Immediate shipment. Postage prepaid for cash with order.  
We expect a shipment of fresh European conifer seeds in January. List on request.  
K. J. BRADEN Milton, N. H.

Box 187

LAWN SEED—BUY DIRECT!  
Six mixtures from \$26.50 to \$88.00 per cwt. or your own formula. Send for price list.

NORTHERN SEED CO.  
164-184 S. Main St. Providence, R. I.

Nandina Seed, cleaned, \$1.50 lb. Minimum order 2 lbs. Cash with order, express collect.

ANDREWS' NURSERY  
Box 442 Chapel Hill, N. C.



## SEEDLINGS

## FOREST SEEDLINGS

Per 100 Per 1000

|        |                         |                       | Per 100 | per 100  |
|--------|-------------------------|-----------------------|---------|----------|
|        |                         |                       | \$ 2.00 | \$ 18.00 |
| 23,000 | Caragana Arboreascens,  | 6 to 12 ins.          |         |          |
| 13,000 | Cotoneaster Acutifolia, | 6 to 12 ins.          | 7.50    | 65.00    |
| 47,400 | 18 to 24 ins.           |                       | 16.00   | 150.00   |
| 7,600  | 2 to 3 ft.              |                       | 20.00   | 180.00   |
| 3,700  | Cornus Stolonifera,     | 8 to 12 ins.          | 3.00    | 25.00    |
| 1,000  | Cornus Stolonifera,     | 18 to 24 ins.         | 6.50    | 55.00    |
| 50,000 | Thornless Honey Locust, | 12 to 18 ins.         | 2.40    | 20.00    |
| 25,000 | 18 to 24 ins.           |                       | 3.50    | 30.00    |
| 4,000  | 2 to 3 ft.              |                       | 5.00    | 45.00    |
| 200    | Hur Oak, 4 to 6 ins.    |                       | 2.50    |          |
| 1,400  | 6 to 12 ins.            |                       | 4.50    | 50.00    |
| 1,200  | 12 to 18 ins.           |                       | 5.50    | 70.00    |
| 1,200  | 18 to 24 ins.           |                       | 10.50   | 90.00    |
| 1,400  | 2 to 3 ft.              |                       | 20.00   | 180.00   |
| 225    | 3 to 4 ft.              |                       | 25.00   |          |
| 300    | Prunus Padus Commutata, | (Mayday), 4 to 6 ins. | 3.50    |          |
| 4,000  | 12 to 18 ins.           |                       | 6.50    | 55.00    |
| 2,800  | 18 to 24 ins.           |                       | 8.50    | 70.00    |
| 600    | 2 to 3 ft.              |                       | 11.00   | 90.00    |
| 30     | Viburnum Lantana,       | 4 to 6 ins.           | 3.50    |          |
| 40     | 9 to 12 ins.            |                       | 7.00    |          |
| 140    | 12 to 18 ins.           |                       | 12.00   |          |
| 140    | 18 to 24 ins.           |                       | 15.00   |          |
| 430    | 2 to 3 ft.              |                       | 25.00   |          |
| 31     | 3 to 4 ft.              |                       | 25.00   |          |
| 1,800  | Viburnum Lentago,       | 4 to 6 ins.           | 3.00    | 25.00    |
| 3,100  | 6 to 12 ins.            |                       | 4.50    | 40.00    |
| 2,500  | 9 to 12 ins.            |                       | 8.50    | 70.00    |
| 2,000  | 12 to 18 ins.           |                       | 9.50    | 80.00    |
| 255    | 18 to 24 ins.           |                       | 10.50   |          |
| 200    | Viburnum Opulus,        | 2 to 4 ins.           | 1.50    |          |
| 4,900  | 4 to 6 ins.             |                       | 3.00    | 25.00    |
| 2,300  | 6 to 9 ins.             |                       | 5.00    | 40.00    |
| 140    | 9 to 12 ins.            |                       | 9.00    | 70.00    |

## SHRUBS

Per 10 Per 100 Per 1000

|       |                         | 10                  | 100    | 1000    |
|-------|-------------------------|---------------------|--------|---------|
| 60    | Almond, Pink,           | 18 to 24 ins.       | \$4.00 | \$35.00 |
| 300   | Almond, Pink,           | 2 to 3 ft.          | 5.50   | 50.00   |
| 350   | Berberis Thunbergi,     | 12 to 15 ins.       | 2.25   | 19.00   |
| 700   | 15 to 18 ins.           | 2.60                | 22.50  | 200.00  |
| 400   | 18 to 24 ins.           | 3.20                | 28.00  | 250.00  |
| 150   | Cornus Sibirica,        | 18 to 24 ins.       | 4.00   | 35.00   |
| 260   | 2 to 3 ft.              | 5.50                | 50.00  | 450.00  |
| 450   | 3 to 4 ft.              | 6.50                | 60.00  | 550.00  |
| 60    | Golden Twig,            | 18 to 24 ins.       | 4.00   | 40.00   |
| 40    | 2 to 3 ft.              | 5.50                | 60.00  | 50.00   |
| 100   | 3 to 4 ft.              | 6.50                | 60.00  | 60.00   |
| 250   | Cotoneaster Acutifolia, | 2 to 3 ft.          | 5.50   | 50.00   |
| 300   | Cotoneaster Acutifolia, | 3 to 4 ft.          | 6.50   | 60.00   |
| 120   | Cydonia Japonica,       | 12 to 18 ins.       | 2.90   | 25.00   |
| 450   | 18 to 24 ins.           | 3.80                | 33.00  | 300.00  |
| 50    | 2 to 3 ft.              | 5.00                | 45.00  | 40.00   |
| 120   | Forsythia Intermedia,   | 18 to 24 ins.       | 4.40   | 40.00   |
| 450   | 2 to 3 ft.              | 5.50                | 50.00  | 450.00  |
| 400   | 3 to 4 ft.              | 6.50                | 60.00  | 550.00  |
| 60    | 4 to 5 ft.              | 7.50                | 70.00  | 60.00   |
| 100   | Honeysuckle, Tatarian   | Pink, 12 to 18 ins. | 2.70   | 25.00   |
| 150   | 18 to 24 ins.           | 3.80                | 35.00  | 300.00  |
| 450   | 2 to 3 ft.              | 5.00                | 45.00  | 400.00  |
| 550   | 3 to 4 ft.              | 6.00                | 55.00  | 500.00  |
| 235   | 4 to 5 ft.              | 7.50                | 70.00  | 650.00  |
| 150   | Honeysuckle, Tatarian   | Red, 12 to 18 ins.  | 2.70   | 25.00   |
| 200   | 18 to 24 ins.           | 3.80                | 35.00  | 300.00  |
| 400   | 2 to 3 ft.              | 5.00                | 45.00  | 400.00  |
| 350   | 3 to 4 ft.              | 6.00                | 55.00  | 500.00  |
| 45    | 4 to 5 ft.              | 7.50                | 70.00  | 60.00   |
| 1,000 | Hydrangea Peegee,       | 18 to 24 ins.       | 4.50   | 40.00   |
| 1,000 | Hydrangea Peegee,       | 2 to 3 ft.          | 5.50   | 50.00   |
| 800   | Philadelphus Glacier,   | 3 to 4 ft.          | 7.00   | 65.00   |
| 60    | Philadelphus Lemnolai,  | 18 to 24 ins.       | 4.50   | 40.00   |
| 500   | 2 to 3 ft.              | 5.50                | 50.00  | 450.00  |
| 30    | 3 to 4 ft.              | 7.00                | 60.00  | 50.00   |
| 80    | Privet, Russian Golden, | 12 to 15 ins.       | 2.50   | 20.00   |
| 90    | 15 to 18 ins.           | 3.50                | 30.00  | 20.00   |
| 130   | 18 to 24 ins.           | 5.50                | 50.00  | 40.00   |
| 80    | Spiraea Billardi,       | 3 to 4 ft.          | 5.00   | 45.00   |
| 600   | Spiraea Froebeli,       | 12 to 15 ins.       | 2.70   | 25.00   |
| 500   | 15 to 18 ins.           | 3.10                | 29.00  | 250.00  |
| 300   | 18 to 24 ins.           | 4.00                | 35.00  | 300.00  |
| 700   | 2 to 2½ ft.             | 4.50                | 40.00  | 350.00  |
| 70    | 2½ to 3 ft.             | 5.50                | 50.00  | 450.00  |
| 60    | Spiraea Multiflora,     | 12 to 18 ins.       | 3.20   | 30.00   |
| 250   | 18 to 24 ins.           | 4.50                | 40.00  | 350.00  |
| 250   | 2 to 3 ft.              | 5.25                | 47.50  | 450.00  |
| 110   | 4 to 5 ft.              | 8.00                | 75.00  | 60.00   |
| 47    | Spiraea Thunbergi,      | 15 to 18 ins.       | 3.50   | 30.00   |
| 160   | Spiraea Thunbergi,      | 18 to 24 ins.       | 4.50   | 40.00   |
| 450   | Tamarix Hispanica,      | 18 to 24 ins.       | 2.50   | 30.00   |
| 800   | 2 to 3 ft.              | 4.50                | 40.00  | 350.00  |
| 600   | 3 to 4 ft.              | 5.50                | 50.00  | 450.00  |

(Continued in next column)

(Continued from previous column)

|     |                          |               |      |       |
|-----|--------------------------|---------------|------|-------|
| 250 | Viburnum Americanum,     | 12 to 18 ins. | 2.50 | 30.00 |
| 160 | Viburnum Americanum,     | 18 to 24 ins. | 5.50 | 45.00 |
| 180 | Viburnum Opulus Sterile, | 12 to 18 ins. | 4.00 | 35.00 |
| 400 | Viburnum Opulus Sterile, | 18 to 24 ins. | 5.50 | 50.00 |

Terms: Cash, unless credit has been established or satisfactory reference furnished. Boxings or balling at cost.

PLUMFIELD NURSERIES, INC.

2105 N. Nye Ave. Fremont, Neb.

Per 100 Per 1000

|                                                          |                                   |         |         |
|----------------------------------------------------------|-----------------------------------|---------|---------|
| American Arborvitae (Occidental),                        | 2-yr. S., 4 to 8 ins.             | \$ 6.25 | \$36.75 |
| American Red Pine,                                       | 3-yr. S., 6 to 12 ins.            | 9.75    | 48.75   |
| Mugo Pine (Certified Tyrolean seed),                     | True dwarf, 2-yr. S., 2 to 5 ins. | 5.75    | 35.75   |
| Rocky Mt. Juniper (Scopulorum),                          | 3-yr. S., 6 to 12 ins.            | 12.50   | 100     |
| Colorado Blue Spruce (Seed hand-picked from blue trees), | 3-yr. S., 4 to 8 ins.             | 9.75    | 49.75   |

TERMS—Remittance with order. Packing free. Parcel post prepaid. Send for price list.

NEUNER'S EVERGREEN NURSERY

Eicher Road, R. D. 3, Emsworth 2, Pa.

## EVERGREEN SEEDLINGS

2-yr. Seedlings

Per 100 Per 1000

|                    |             |        |         |
|--------------------|-------------|--------|---------|
| Colo. Blue Spruce, | 2 to 4 ins. | \$3.00 | \$20.00 |
| Eng. Blue Spruce,  | 2 to 4 ins. | 3.00   | 20.00   |
| Norway Spruce,     | 3 to 6 ins. | 3.00   | 20.00   |
| Scotch Pine,       | 4 to 8 ins. | 4.00   | 25.00   |
| Austrian Pine,     | 3 to 5 ins. | 4.00   | 25.00   |

Cash with order. Packing free.

ARTHUR CASH NURSERY

Angola, N. Y.

SEEDLINGS—Bed-grown in soil prepared to produce fibrous root systems. We bundle and pack them to reach you in fine condition.

BIOTA ORIENTALIS.

Per 1000

2-yr., 10 to 14 ins. \$30.00

1-yr., 3 to 6 ins. 15.00

JUNIPERUS VIRGINIANA

1-yr., 3 to 6 ins. 25.00

SOUTHERN NURSERY

Rt. 7, Box 254A Okla. City, Okla.

## NANDINA DOMESTICA

Strong seedlings, ready for pots or beds.

\$30.00 per 1000, 500 minimum. Cash, please.

SKYLINE GARDENS

Box 3316 Birmingham, Ala.

1-yr. AZALEA MOLLIS seedlings, \$10.00 per flat, average 300 per flat.

JOHN WIGMORE

Norman Ave. at Cambridge Station

Riverside Park Riverside, N. J.

## SHRUBS and TREES

## HOLLY

Choice Varieties

Quality Plants are Money-makers.

English Holly

Per 100

Ilex aquifolium alcornis, 1-yr. \$45.00

Ilex aquifolium alcornis, 2-yr. 130.00

Ilex aquifolium argenteo-marginata, 1-yr. 75.00

Ilex aquifolium argenteo-marginata, 2-yr. 235.00

Ilex aquifolium ciliata major, 1-yr. 65.00

Ilex aquifolium ciliata major, 2-yr. 175.00

Ilex aquifolium Dickinson (male), 1-yr. 45.00

Ilex aquifolium Dickinson (male), 2-yr. 130.00

Ilex aquifolium donningtonensis, 1-yr. 65.00

Ilex aquifolium Hudson (male), 1-yr. 45.00

Ilex aquifolium Hudson (male), 2-yr. 130.00

Ilex aquifolium integrifolia, 1-yr. 45.00

Ilex aquifolium integrifolia, 2-yr. 130.00

Ilex aquifolium lichtenhali, 1-yr. 45.00

Ilex aquifolium lichtenhali, 2-yr. 130.00

Ilex aquifolium amithiana, 1-yr. 65.00

Ilex aquifolium amithiana, 2-yr. 175.00

Ilex altacrenata, 1-yr. 55.00

Ilex altacrenata belgica, 1-yr. 55.00

Ilex altacrenata belgica, 2-yr. 160.00

## Chinese Holly

Ilex cornuta (male), northern strain, 1-yr. 45.00

Ilex cornuta (male), northern strain, 2-yr. 130.00

Ilex cornuta (female), northern strain, 1-yr. 45.00

Ilex cornuta (female), northern strain, 2-yr. 130.00

Ilex cornuta burfordi (hardy), 1-yr. 40.00

Ilex cornuta burfordi (hardy), 2-yr. 95.00

Ilex pernyi, 1-yr. 45.00

Ilex pernyi, 2-yr. 125.00

## American Holly

Ilex opaca Arden, 1-yr. 45.00

Ilex opaca Arden, 2-yr. 135.00

Ilex opaca Croonenberg, 1-yr. 45.00

Ilex opaca Draper, 1-yr. 45.00

Ilex opaca, Old Heavy Berry, 1-yr. 65.00

Ilex opaca, selected heavy fruiter, 1-yr. 65.00

All stock grown from cuttings, 25 of one variety at 100 rate. Prices F.O.B. nursery.

Packing free on orders accompanied by cash.

Usual terms to those of established credit. No stock shipped C.O.D. unless 25 per cent of amount is sent with order. All material offered subject to prior sale.

WILMAT HOLLY CO.

Nursery—Bala Cynwyd, Pa.

Tel. WEish Valley 4-7424

## QUALITY LINERS

Each

|                                      |        |
|--------------------------------------|--------|
| AZALEAS                              |        |
| Roseoflora, 2 to 4-in. spread        | \$0.25 |
| Gumpo, 2 to 4-in. spread             | .25    |
| Mollis Flame, 2 to 4-in. spread      | .25    |
| Mollis Flame, 4 to 6-in. spread      | .40    |
| Mollis Cream, 4 to 6 ins. XX, budded | .40    |

|                                    |     |
|------------------------------------|-----|
| Daphne Cneorum, R.C.               | .12 |
| Daphne Mezereum Rubra, 4 to 6 ins. | .12 |
| 6 to 8 ins.                        | .15 |
| 8 to 10 ins.                       | .20 |

## HEATHER

|                                  |     |
|----------------------------------|-----|
| Carnea Rosea, 2 to 4 ins. X      | .15 |
| King George, 2 to 4 ins. X       | .15 |
| Mrs. J. H. Beale, 2 to 4 ins. X  | .15 |
| Mrs. Maxwell, 2 to 4 ins. X      | .15 |
| Medit. Alba, 2 to 4 ins. X       | .12 |
| Medit. Hybrid, 2 to 4 ins. X     | .12 |
| Springwood, white, 2 to 4 ins. X | .15 |
| Vivella, 2 to 4 ins. X           | .15 |

## Juniperus Tamaricifolia

|                                             |     |
|---------------------------------------------|-----|
| 2 to 4 ins. X                               | .10 |
| 4 to 6 ins. X                               | .15 |
| 6 to 8 ins. X                               | .18 |
| Raphiolepis Ovata, 2 to 4 ins. X            | .15 |
| Skimmia Japonica, 4 to 6 ins. X             | .15 |
| Skimmia Japonica, variegated, 4 to 6 ins. X | .15 |

## Thuja Herckmans Aurea Nana,

6 to 8 ins. X, 2-yr. .25

Thuja Pyramidalis, 4 to 6 ins. X. .15

6 to 8 ins. X. .17

8 to 10 ins. X. .25

Thuja Woodwardi Globosa, 2 to 4 ins. X. .12

Thuja Woodwardi Globosa, 4 to 6 ins. X. .14

Viburnum Burkwoodi, 2 to 4 ins. .10

Viburnum Davidi, 2 to 4-in. spread. .50

4 to 6-in. spread. .75

6 to 8-in. spread, XX. 1.00

Chamaecyparis Lawsoniana Stewarti, 10 to 12 ins. X. .35

Cash with order, please.

FOUR STAR NURSERY

Route 3, Box 3529 Edmonds, Wash.

## HIBISCUS—Mallows. Henderson's Giant

Hybrida, Hardy anywhere. 6 to 12-in. blooms.

Mixed colors, heavy-blooming stock. Doz., \$4.00; 100, \$20.00; 1000, \$150.00.

Liners of the above: 100, \$5.00; 1000, \$40.00.

NEW Henderson's Giant and Red Glory Hybrids. Tall-growing. Beautiful shades of red and pink. No whites. 100, \$10.00.

ALTHAEA—Five outstanding new doubles of excellent beauty. Hardy anywhere. All guaranteed blooming stock. These are 10 to 12-in. liners. If interested in larger sizes and other plants send for list.

EFFIE RIEGEL, double snow-white. \$1.50 10.00

PINK DELIGHT, double light-pink. 1.50 10.00

COLIE MULLINS, double wine-red. 1.50 10.00

KREIDER BLUE, a fine double blue. 2.50 15.00

BETTY KURTZ, wine-red with deep red center. Has remarkable beauty. 2.50 15.00

WATER OAKS—Quercus Nigra. An old favorite, well-branched, good roots. 9 to 12 ft., \$30.00 per doz. Send for list for other sizes.

TEXAS UMBRELLA CHINAS—Melia Azedarach Umbrellaculiformis. Bright clean stock. 15 to 18 ins., 100, \$10.00; 30 to 40 ins., 100, \$15.00.

MIMOSA OR SILK TREE—Albizia Julibrissin. Ideal stock. 6 to 10 ins., 100, \$2.50; 1000, \$20.00; 12 to 18 ins., 100, \$3.00; 1000, \$25.00; 24 to 30 ins., 100, \$4.00; 1000, \$35.00; 50 at 100 rate, 500 at 1000 rate.

HEAVY TRANSPLANTS

6 to 8 ft., branched. \$12.00 doz.

9 to 12 ft., branched. 24.00 doz.

12 to 14 ft., branched. 32.00 doz.

RIEDEL PLANT CO. Experiment, Ga.

## FLOWERING CRABS, PLUMS

NEW, limited. Almey, Van Eseltine. Also Charlotte, Katherine, Nieuwlandiana, Madgeburg, Prince Georges, Redfield, Redford, 2 to 3 ft., \$1.00; 3 to 4 ft., \$1.35; 4 to 5 ft., \$1.65.

Aldenharn, Arnold, atrosanguinea, Dolgo, Gloriosa, hupehensis, micromalus, Schel-decker, spectabilis, Young America, 3 to 4 ft., \$0.80; 4 to 5 ft., \$1.00; 5 to 6 ft., \$1.25.

Eley, Hopsa; 2 to 4 ft., \$0.60; 4 to 5 ft., \$0.80; 5 to 6 ft., \$1.00; Eley, 3-yr., 5 to 6 ft., \$1.50; 6 ft. and up, \$1.75.

Thundercloud P.L. Plum; 4 to 5 ft., \$0.80; 5 to 6 ft., \$1.00.

## SHRUBS and TREES—Continued

**AZALEAS**  
Transplanted rooted cuttings our specialty.  
Hinodagiri - Amoena - Indica Alba and named Kaempferi Hybrids, all colors.  
\$15.50 per 100; \$140.00 per 1000  
Hinodagiri and Kaempferi varieties.  
2-yr. bed-grown, 4 to 6 ins., B&B...50c each  
3-yr. bed-grown, 6 to 8 ins., B&B...70c each  
Field-grown varieties.  
Hinodagiri, Kurume varieties, Kaempferi and others, such as: Snow, Cleopatra, Othello, Betty, Mauve, Flame, Yodogawa, Indica Alba, Hinomayo, Mary and Amoena.  
12 to 15 ins., B&B...\$2.00 each per 10  
15 to 18 ins., B&B...2.75 each per 10  
2.25 each per 100

## EVERGREEN ROOTED CUTTINGS

**FROM GREENHOUSE**  
Taxus, Juniper pfitzer, Juniper Hetzi, Juniper stricta, Arborvitae, Retinospora, Pyracantha, Ilex and Andromeda.  
\$10.00 per 100; \$90.00 per 1000.  
**DOGWOODS (Young Specimen Material)**  
White Dogwood. Each Per 10 Each Per 100  
4 to 5 ft., B&B...\$4.75 \$4.25  
5 to 6 ft., B&B...6.00 5.00  
6 to 7 ft., B&B...8.50 7.00  
Pink Dogwood  
2 to 3 ft., B&B...3.50 3.25  
3 to 4 ft., B&B...6.00 5.50  
Each

Weeping Willow (Salix Babylonica)  
Well-formed trees, 10 to 12 ft., B&B...\$9.50  
The above prices are dug, F.O.B. our nursery.

**DEKALB NURSERIES, INC.**  
Box 67, Norristown, Pa.  
Phone: Norristown 5-1597

## FIELD-GROWN EVERGREEN LINERS

Each, 100 1000  
Irish Juniper, 1-yr., 6 to 12 ins...12½c 10c  
Irish Juniper, 2-yr., 6 to 18 ins...17½c 15c  
Fastigiata Irish Juniper,  
1-yr., 6 to 12 ins...12½c 10c  
Ashford Juniper, 1-yr., 6 to 15 ins...12½c 10c  
Savin Juniper, 1-yr., 6 to 15 ins...12½c 10c  
Euonymus Japonicus.  
1-yr., 6 to 12 ins...12½c 10c  
All liners are well-rooted, first class stock.  
Transplanted Irish Junipers, 2 and 3-yr. old. Our Irish Junipers are well-filled, shapely plants and a bargain at the following prices:  
Irish Juniper, bare-root, Each, 100 1000  
18 to 24 ins...\$0.50 \$0.40  
Irish Juniper, bare-root, 2 to 3 ft...75 .60  
Irish Juniper, B&B, 18 to 24 ins...75 .65  
Irish Juniper, B&B, 2 to 3 ft...1.00 .85  
Irish Juniper, B&B, 3 to 4 ft...1.25 1.00  
DOUBLE-FLOWERING PEACHES.

## Colors: RED, WHITE, PINK

Each, 100 1000  
12 to 18 ins...15c 12½c  
18 to 24 ins...20c 17½c  
All stock offered in first-class and will be well-graded, well-packed in damp moss and tow, insuring live delivery.  
No packing charge when cash is sent with order.  
All orders will be appreciated and given prompt attention.  
300 or more plants at 1000 rate.

**NAUGHER NURSERY**  
Chase, Ala.

## CHINESE BLIGHT-RESISTANT

**CHESTNUT TREES**  
Per 10 Per 100 Per 1000  
Regular-Grade Seedlings  
2-yr., 4 to 5 ft...\$13.00 \$110.00  
3-yr., 3 to 4 ft...10.00 95.00 \$850.00  
2-yr., 2 to 3 ft...8.00 75.00 650.00  
2-yr., 18 to 24 ins...6.50 60.00 550.00  
Commercial-Grade Seedlings (Light Grade)  
2-yr., 3 to 4 ft...9.00 80.00 750.00  
2-yr., 2 to 3 ft...7.00 60.00 540.00  
2-yr., 18 to 24 ins...5.00 45.00 400.00  
Lining-Out Stock, 2-yr.-old. Per 100 Per 1000  
Special, 12 to 18 ins.  
4/16 to 6/16-in. cal...\$26.00 \$250.00  
No. 1, 12 to 18 ins.  
3/16 to 4/16-in. cal...18.00 175.00  
No. 2, 9 to 12 ins.  
2/16 to 3/16-in. cal...15.00 140.00  
No. 3, 6 to 9 ins.  
about 2/16-in. cal...11.50 105.00  
Lining-Out Stock, 1-yr.-old  
No. 1, 12 to 18 ins.  
3/16 to 4/16-in. cal...15.50 145.00  
No. 2, 9 to 12 ins.  
2/16 to 3/16-in. cal...12.00 110.00  
No. 3, 6 to 9 ins.  
about 2/16-in. cal...8.00 75.00

**THE GOLD CHESTNUT NURSERY**  
Wholesale Grower  
Cowen, W. Va.

## SHRUB LINERS Per 100 Per 1000

Aronia Arbutifolia Brilliantissima,  
8 to 12 ins...\$8.00 \$75.00  
4 to 6 ins...4.00 35.00  
Deutzia Gracilis, 4 to 6 ins...10.00 90.00  
Foraythia Spring Glory,  
4 to 6 ins...10.00 90.00  
2 to 4 ins...6.00 50.00  
(All above liners 200 at 1000 rate)  
**PLANE VIEW NURSERY, NEWPORT, R. I.**  
15,000 Stuart Pecan trees; 2-yr. Citrus trees,  
\$1.00 each.  
60,000 standard and rare Camellia liners,  
18 to 24 ins., \$20.00 per 100.  
Write for free catalog.  
**IRVINGTON NURSERY** Irvington, Ala.

Magnolia grandiflora, potted last spring, except the 2½-in., which were done last August. Present seedling crop going to pots January 1, and will be ready March 15. Expect to fill orders for 2½-in. until August; potting exhausted, then start with January 1 potting.

Per 100  
2½-in. pot, 2 ins. and up...\$15.00  
3-in. pot, 6 to 10 ins...20.00  
4-in. pot, 8 to 12 ins...35.00  
4-in. pot, 12 to 18 ins.; few left...50.00  
Gallon cans and larger at nursery.  
Per 100  
2-yr., row-run, 1 bed, 8 to 18 ins...\$20.00  
2-yr., row-run, 1 to 3 ft...30.00  
2-yr., 12 to 18 ins...25.00  
2-yr., 18 to 24 ins...40.00  
2-yr., 2 to 3 ft...50.00  
Cash with order and no charge for packing.  
Shipment of bare-root items until about April 10  
**HARWELL NURSERY** Van Buren, Ark.

## NURSERY STOCK

Per 100 Per 1000  
Acer Palmatum (green-leaved Japanese Maple), 1-yr. seedlings, 4 to 10 ins...\$ 6.00 \$ 50.00  
Beach Plum, strong 1-yr. seedlings, 10 to 18 ins...10.00 75.00  
Biotia Orientalis, 2-yr. seedlings, 6 to 12 ins...5.00 30.00  
Cotoneaster in varieties (see our display ad)  
Larix Leptolepis, 2-yr. seedlings, 10 to 15 ins...12.00 100.00  
Magnolia Soulangiana, 1-yr. tr., cuttings, 5 to 8 ins...55.00 500.00  
C. HOOGENDOORN  
Turner Road Newport, R. I.

## BICOLOR (SHRUB) LESPEDEZA

Heavy, row-grown, 3-yr.-old roots that will produce heavy seed crop Autumn of 1953.  
100 .....\$ 7.50  
1000 .....60.00  
5000 .....275.00  
10,000 .....500.00  
2500 at 5000 rate; 7500 at 10,000 rate.  
TERMS: 2 per cent discount, cash with order.  
C.O.D., 25 per cent with order.  
**GLENDALE NURSERY**  
Glendale, Md.

## THORNLESS HONEY LOCUST

Each  
6 to 8 ft...\$1.30  
8 to 10 ft...1.50  
10 to 12 ft...1.75  
4 to 5 ft...60  
Vigorous, well-branched.  
Write for quotations on orders of 1,000 or more. All prices quoted F.O.B. Lubbock, Tex. Cash or 25% with order. Balance C.O.D. Packing charged at actual cost.  
**HOLDEN DODSON NURSERY**  
2004 29th St. Lubbock, Tex.

## HONEYSUCKLE

**Lonicera halliana japonica**  
Heavy 2, 3 and 4 yrs., No. 1 field plants, 3 to 4 leads, 18 to 24 ins., carefully graded. \$4.00 per 100, \$30.00 per 1000.  
**Lonicera sempervirens, Scarlet-red.**  
Heavy 18 to 24 ins., \$10.00 per 100, \$80.00 per 1000. No orders too large; immediate shipment.

## WOODLAWN NURSERY

Greenville, Ga.

## Chinese Chestnuts—Pure USDA stock.

LOTS 50-100  
10 to 12 ins., 1-yr...\$15.00 \$25.00  
15 to 18 ins., 1-yr...17.50 30.00  
Catalpa, 2-yr., 3 to 4 ft., X...8.50 15.00  
Magnolia Grandiflora, 2-yr.,  
10 to 12 ins...25.00 45.00  
Bare-root, 15 to 18 ins...40.00 75.00  
Larger sizes all items. Also Mimosa, Nandina, Chinese Varnish, Photinia Serrulata,  
**GRAY-STONE NURSERY, Loachapoka, Ala.**

## DOGWOOD

**Cornus Florida, White-flowering Dogwood.**  
App. Cal. Each  
200 4 to 5 ft., B&B...1 to 1½-in. \$2.00  
160 5 to 6 ft., B&B...1½-in. 3.00  
200 6 to 7 ft., B&B...2 to 2½-in. 4.50  
133 7 to 8 ft., B&B...3 to 4 -in. 7.50  
**BEETLE AREAS ONLY.** All choice specimen trees. If you need some good Dogwood, don't pass these up.  
**WHERRY'S NURSERIES** St. Marys, W. Va.

## ELEPHANT'S-EARS

Per doz. Per 100  
Caladium Esculentum,  
7 to 9-in. circ...\$2.00 \$14.00  
Cash or C.O.D.  
**MONARCH PLANT FARMS**  
Lock Box 826 Kalamazoo 99, Mich.

Cryptomeria  
Ibota Fretet, all sizes.  
Magnolia Soulangiana Nigra  
Daphne Odora  
Many other shrubs in assorted sizes.  
**THE FLOWER NOOK**  
Aurora, Ore.

**ULMUS PUMILA (Chinese Elm Liners)**  
Per 100 Per 1000  
6 to 12 ins...\$1.50 \$10.00  
12 to 18 ins...2.00 5.00  
18 to 24 ins...3.00 25.00  
2 to 3 ft...4.00 35.00  
**GRUNDY'S GARDENS** Anton, Tex.

## CHINESE ELM—SPECIALS

for January and February shipment.  
Per 10 Per 100  
4 to 6 ft...\$ 8.50 \$ 75.00  
6 to 8 ft...12.50 110.00  
8 to 10 ft...20.00 175.00  
10 to 12 ft, 1½ to 2-in. caliper 35.00 300.00  
2 to 2½-in. caliper...50.00 450.00  
**WAYNESBORO NURSERIES**  
Waynesboro, Va.

Lombardy Poplar, 2 to 3 ft., 5c each; 4 to 5 ft., 20c each; 6 to 8 ft., 40c each; 8 to 10 ft., 75c each.  
Deutzia Pride of Rochester, 4-year old, 3 to 4 ft., 60c each; 2-year old, 2 to 3 ft., 15c each.  
**PONZER NURSERY** Rolla, Mo.

Surplus Shade Tree List now ready for distribution.  
**SUDBURY NURSERIES, INC.**  
South Sudbury, Mass.

Quick — Convenient — Cheap!  
Selling through the Classified Ads of the American Nurseryman.

## VEGETABLE ROOTS

**VICTORIA RHUBARB ROOTS**  
½ to ¾ ins., \$17.50 per 1000.  
Packed 700 per crate. No order for less than 700 accepted at this low price.  
**ASHCRAFT'S PLANT NURSERY**  
Copemish, Mich.

**MARY WASHINGTON ASPARAGUS, 1 and 2-yr.** in any quantity for immediate or later shipment. Chipman Rhubarb No. 1 divisions, ship any time.  
**C. D. WRIGHT** Hamburg, Ia.

## VINES

**CLEMATIS ARMANDI**  
Heavy 4-in. pot plants of this rare, quick-growing evergreen vine with fragrant white flowers. \$1.25 each plus packing at cost.  
F.O.B. Hayward. Order now.  
**TOICHI DOMOTO NURSERY**  
26591 Western Rd. Hayward, Calif.

**GRAPE CUTTINGS**—Concord and Fredonia, \$4.00 per 1000. F.O.B. here. Tied with wire, 100 to bunch. Guaranteed true to name. Cut from our young, thrifty vineyard, largest in Oklahoma.  
**IDEAL FRUIT FARM** Stilwell, Okla.

Hall's Honeysuckle, large, extra-heavy, 2 and 3-year plants, carefully graded, \$4.00 per 100; \$39.00 per 1000. Good reduction on quantity orders. Immediate shipment.  
**TIDEWELL NURSERIES, Greenville, Ga.**

## MISCELLANEOUS

We offer for spring, 1953, fresh-dug Chinese Elms.  
40 2½ to 3 -in. cal.  
148 2 to 2½-in. cal.  
180 1½ to 2 -in. cal.  
50 8 to 10 ft.  
Mary Washington Asparagus, 1-1  
Cumberland Raspberry, Tip No. 1  
Evergreen, XXX, B&B  
Pfitzer and Savin Junipers, 2 to 2½ ft., 18 to 24 ins., 15 to 18 ins.  
White Spruce, 18 to 24 ins., 15 to 18 ins.  
Michigan Fruit Growers Nurseries  
1500 U. S. 12 Benton Harbor, Mich.

More customers for you!  
Over 7,600 subscribers, all active buyers.  
see your ad in the American Nurseryman.

## WANTED

Wanted—Large trees by midwest contractor.  
Thornless Honey Locusts, 3 to 6 ins.  
Wisconsin Willows, B&B, 4 to 8-in. caliper  
American Sycamore, 4 to 6 ins.  
White Birch clusters, 2 to 4-in. stems  
Scotch Pines, 5 to 10 ft.  
Austrian Pines, 5 to 10 ft.  
Sugar Maples, Weeping Cherries, Flowering trees. Large-size landscape material of all kinds. Address replies to Box 932, care of American Nurseryman.

Wanted: Shrubs of Myrica Gale.

## STONYBROOK NURSERY CO.

Box 538 Indianapolis 20, Ind.

**WANTED: CANADIAN HEMLOCK SEED**  
(Taiga Canadensis)  
**NEUNER'S EVERGREEN NURSERY**  
Elcher and Roosevelt Roads  
Emsworth 2, Pa.

Wanted GOOSEBERRIES: 2-yr. No. 2 and Liners of Houghton, Downing, Pixwill. Quote price and number can furnish.  
Michigan Fruit Growers Nurseries  
1500 U. S. 12 Benton Harbor, Mich.

**WANTED**  
Quotations on Blue Spruce.  
6 ft. and under.  
**THE PETER CASCIO NURSERY**  
2600 Albany Ave. West Hartford 7, Conn.

# SUPPLIES

## BURLAP

### NURSERY BURLAP

Ready for prompt delivery. Burlap sheets sewed in continuous lengths. Accurately cut burlap squares for baling purposes. Merchandise made from selected, used burlap and burlap bags. No oily, smelly, or chemical stock. No old rag bags. All vacuum machine cleaned and holes sealed. Send for sample square and low prices.

Orders taken now for Spring, 1953, delivery at present low prices.

STERLING BAG & BURLAP CO.  
41 Carolina St. Buffalo 1, N. Y.

## FLATS

### FLATS

#### MINNESOTA WHITE CEDAR FLATS

|                             |       |
|-----------------------------|-------|
| No. 1, 14x20x2 3/4          | 24.00 |
| No. 2, 14x20x3 3/4          | 27.75 |
| No. 3, 12x16x2 3/4          | 18.50 |
| No. 4, 12x16x3 3/4          | 21.75 |
| No. 5, 14x16x2 3/4          | 20.75 |
| No. 6, 14x16x3 3/4          | 24.60 |
| No. 7, 15x22 1/2x2 3/4      | 27.25 |
| No. 8, 15x22 1/2x3 3/4      | 31.50 |
| No. 9, 11 1/2x22 1/2x2 3/4  | 25.00 |
| No. 10, 11 1/2x22 1/2x3 3/4 | 26.00 |
| No. 11, 13 1/2x16 1/2x2 3/4 | 30.00 |
| No. 12, 5x5x11              | 16.00 |
| No. 13, 5x5x16              | 18.50 |

All other sizes quoted on request.  
5 per cent discount on orders of 1000 or more.

The above sizes are inside. Bottoms and sides are 3/4 in. and ends are 1/2 in. thick. All material surfaced on one side. All shipments by truck unless otherwise ordered.

Your name and address printed up to three lines in black, weather and waterproof ink, on one or both ends pieces at the following rates: \$1.00 set up charge plus 1/4 cent per end piece for the first 1000 ends, 1/4 cent per end thereafter.

Shipped knocked-down in bundles of 25. F.O.B. Cook, Minn. Attach check. Order by number.

H. C. HILL & SONS, Cook, Minn.

### FLATS

Made from a good grade of Southern Yellow Pine dipped in "Rot Not" wood preserver for longer life.

Standard specifications, inside measurements.

|                  |                 |
|------------------|-----------------|
| 14 x12x2 3/4     | \$20.38 per 100 |
| 16 x14x3 3/4     | 27.06 per 100   |
| 20 x14x2 3/4     | 26.61 per 100   |
| 20 x14x3 3/4     | 31.07 per 100   |
| 22 1/2 x15x2 3/4 | 30.49 per 100   |
| 22 1/2 x15x3 3/4 | 35.35 per 100   |

All other sizes quoted on request. Prices F.O.B. Birmingham, Ala. We are manufacturers, not jobbers. Our quality guaranteed. Prompt shipment on any quantity. Mixed shipments of Flats, Plant Boxes and Spray Boards. Write for our price list on these items. Attach check to order.

#### HIGHTOWER BOX & TANK CO.

P. O. Box 1449  
Birmingham 1, Ala.

### REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$42.00 per 100.

12 1/2-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bd.

50 pcs. to bundle, 5 ft., \$4.50 per bd.

50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day. Cash with order, please.

YOHO & HOOKER, Youngstown 2, Ohio

Advertisers' Experience Shows

American Nurseryman Classified Ads

Bring Results.

## ORCHID SUPPLIES

OBMUNDA: Fresh-cut "live" fiber at all times.

Professional bag, \$2.50; Bushel, \$5.00

Standard Bale, \$12.00

PLASTIC LABELS—Copper or nickel-bearing Wire.

|                                                                     |        |        |        |
|---------------------------------------------------------------------|--------|--------|--------|
| Pot, 1/4 by 3/4 ins.                                                | 100    | 500    | 1000   |
| Pot, 1/4 by 4 ins.                                                  | \$1.50 | \$4.95 | \$9.50 |
| Orchid Spec., 1/4 by 4 1/4 ins., red, blue, green, yellow and white | 2.10   | 8.95   | 16.00  |
| Wired, 1/4 by 2 ins., white                                         | 1.95   | 7.95   | 15.00  |
| % by 3/4 ins., white                                                | 2.15   | 9.00   | 17.00  |
| % by 3/4 ins., blue, green, red and yellow                          | 2.25   | 9.45   | 18.00  |
| White Strap Label                                                   |        |        |        |
| % by 1/4 ins.                                                       | 2.10   | 8.95   | 16.00  |

—Special—

NEW PRICE—ORIGINAL BUBBLE VASE LABEL PINS, \$1.25 doz. 2, 3, 5-in. Orchid tubes with rubber caps, 60c per doz., \$4.10 per 100.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St. Houston 9, Tex.  
Prices F.O.B. Houston. Subject to change without notice.

## HAY

MARSH HAY FOR MULCHING  
Clean; no weeds. Truckloads or carloads.  
KOPFF HAY CO.  
Beaver Dam, Wisconsin

## LABELS

TA-LABELS.—The all-aluminum labels. Embossed with ordinary pencil. Same as writing. Rustproof and everlasting. Tree and pot type at \$4.75 per 1000; \$2.75 per 500.

QUALITY SERVICE—QUICK SERVICE.  
Statements, letterheads, envelopes, certificates. Gummed stickers, \$1.50 per 1000. Business cards, \$4.00 per 1000. All prices are postpaid. Write today for samples and prices.  
SHEILL NURSERY Birmingham 5, Mich.

## SPHAGNUM MOSS

WISCONSIN'S QUALITY SPHAGNUM MOSS.

Clean, long-fibred, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better.

Trucked when feasible.

WARRENS MOSS CO., Box 7, Warrens, Wis.

## SUPERIOR-QUALITY SPHAGNUM

Burlap or wire-bound. Our bales are superior throughout. Prices on carlots and less, upon request.

NORTH AMERICAN MOSS CO.  
610 Lincoln St. Wisconsin Rapids, Wis.

## STAKES

### CYPRESS PLANT STAKES

50 Pieces in Bundle

|                        |                   |
|------------------------|-------------------|
| 1x1-in.—3 ft., pointed | \$2.50 per bundle |
| 1x1-in.—4 ft., pointed | 3.50 per bundle   |
| 1x1-in.—5 ft., pointed | 4.50 per bundle   |
| 1x1-in.—6 ft., pointed | 5.50 per bundle   |
| 1x1-in.—7 ft., pointed | 7.00 per bundle   |

These stakes are made of cypress and redwood, are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!

YOHO & HOOKER

Youngstown, Ohio

STAKES, GALVANIZED HARD STEEL.  
STAKE FASTENERS and COTTON TWINE.  
Prices and samples sent upon request.  
SCHUPP SUPPLY CO., Wilmette, Ill.

## MISCELLANEOUS

### FARNHAM'S 35-MM. FLOWER PORTRAITS

The finest collection of 35-mm. single and stereo close-up flower portraits on the market. For increasing the sale of plant material show your customers the beautiful depth and solidity of 3-dimensional pictures of plant blooms. These are the standard 35-mm. stereo frames so that either one of the stereo pairs can be used in a single 35-mm. projector. They give greater detail than the smaller stereo frames.

Complete 18-page catalog, listing the names of over 1800 Tree, Shrub, Vine, Garden, Cactus and Fruit Blossoms with large selections of Azaleas, Camellias and Roses for 50c. This charge will be deducted from your first order of 10 or more slides.

A stereo viewer for viewing the above stereo slides for only \$1.50. Stereo slides, \$1.00 each; single 35-mm. slides, 50c.

Write or phone

GEORGE J. FARNHAM, 2225 Colorado Ave., Santa Monica, Calif. Phone EXbrook 4-9124

### GOSLINGS

Cut labor costs. Use goslings to weed seedbeds, shrubs, evergreens, roses and other plantings. Also orchards, vineyards, berries, etc. Free booklet tells how.

Heart of Missouri Poultry Farm  
Route 4N Columbia, Mo.

## TRADE BOOKS

MANUAL OF CULTIVATED TREES AND SHRUBS,  
by Alfred Rehder, \$12.50.

COMMERCIAL FLOWER FORCING,  
by Alex Laurie and D. C. Kiplinger, \$5.00.

SOILS AND FERTILIZERS FOR GREENHOUSE AND GARDEN,  
by Alex Laurie and D. C. Kiplinger, \$2.50.

NEW DESIGNS FOR SMALL PROPERTIES,  
by M. E. Bottomley, \$4.00.

These books and others on horticultural subjects may be obtained, postpaid, at the publishers' prices indicated, from

AMERICAN NURSERYMAN  
343 South Dearborn Chicago 4, Ill.

Take the

**"HAND-WORK" out**  
of GRASS Trimming  
With the NEW OK  
GRASS CUTTER  
and  
TRIMMER!

Keeps Your Landscape  
in PERFECT TRIM  
the EASY WAY!

- ★ Trims like magic along walks, hedges, bushes, curbs, fences.
- ★ No fuss to operate—plug into extension. Exclusive OK fan keeps electric motor cool.
- ★ Slides smoothly along—rotating blades cut clean—guards brush away stones and sticks.
- ★ Wooden handle is short proof.
- ★ Heavy construction—case-hardened shaft insures long life.

Large, heavy-duty motor included.



SEND FOR FREE  
DEALER'S CATALOG  
AND DISCOUNTS!

**J. A. Orr Company, Inc.**

Dept. AN 10019 So. Western Ave.

Chicago 43, Illinois



JUST ONE APPLICATION OF

**ALFCO made the difference!**

Photograph courtesy of  
Mr. R. L. Wheeler, Founder  
Central Georgia Nurseries  
Macon, Georgia



On August 15, 1951 Central Georgia Nurseries began a test with 6,000 Camellia seedlings. 28 flats (3,000 plants) received one application of ALFCO. An equal number were fertilized in the usual way . . . but not with ALFCO. This photo, made when they reached transplanting age, shows a typical flat from each group. See the marked difference in growth of the plants at right which received just one application of ALFCO!

**ALFCO**  
**LIQUID FERTILIZER**  
(10-12-10) Mineralized

**ALFCO**

**Alfco LIQUID FERTILIZER CO.**  
P. O. Box 1662 • Charlotte, North Carolina

The New **Scythette** POWER SCYTHE

**CUTS WEEDS, GRASS, REEDS 4 TIMES FASTER THAN ORDINARY METHODS**

Now equipped with double power, double fuel capacity. Trims weeds on rocky or uneven ground. Cuts grass or weeds close to buildings. Clips reeds or underwater growth. Cuts with ease wherever a man can walk, wade, or row a boat. 2 h.p. motor, 1-qt. capacity gas tank, 20" oscillating cutter bar. Weighs only 26 pounds.

a twist of the wrist and the **SCYTHETTE** becomes the **Sawette**

America's most revolutionary chain saw cuts trees, or any growth up to 6" in diameter, level with terrain while operator is in upright position. Speedy, efficient, rugged, the Sawette is the answer to heavy growth clearing problems.

**WRITE FOR FREE LITERATURE**

**Hoffco, inc. RICHMOND, INDIANA**

**ZIP-STAY LABELS**

The Nurserymen's favorite  
"Serving Nurserymen Since 1904"

**ZIP-CLIP LABELS**

**OUR NEW PLASTIC LABEL**  
Please write for prices and samples.  
**OHIO NURSERY LABEL CO.**  
P. O. Box 677 Elyria, Ohio

**RABBITS???**  
Don't feed them — use  
**Crystal's RABBIT REPELLENT**

Easy to apply by brush or spray. Nonpoisonous; hence, no local or state game laws violated.  
30-gal. drum . . . \$63.00 5 gal. drum . . . \$11.50  
All prices F.O.B. Philadelphia, Pa.

**CRYSTAL SOAP & CHEM. CO. Inc.**  
6300 State Road, Philadelphia 35, Pa., Dept. AN.

**IOWA MEETING**

[Continued from page 12]

In the report by Iowa President Clyde Heard, opening the afternoon session, C. F. Thompson, of the Thompson-Hayward Chemical Co., was quoted as saying, "We would welcome less profits, less tension, more peace and contentment; yes, even a lower living standard if this would help world conditions."

Nurserymen were urged to read carefully the article by John Pinney in the December 15 issue of the American Nurseryman.

The general outlook for nursery stock in the foreseeable future should be good for those who work hard, watch costs and manage well, the president continued. Nurserymen have a break in the quality of their clients. They are made up of stable homeowners who have much pride in their homes. They are excellent credit risks.

Nurserymen should reject the idea that they are "bush peddlers," he added. Their product improves the outdoors as much or more than the furniture, draperies and decorations do the indoors. They should do their customers a real service and merit their confidence by selling them suitable varieties that are true to name. "Do not be a stinker," Mr. Heard said. "Stinkers hurt us all, even if many of them are short-lived."

Nurserymen have an urgent challenge to render service to mankind by creating beauty that will blot out nature's ugliness, too much of which is man-made. Nurserymen who add to the comfort, welfare and spiritual happiness of mankind will be assured of good business in the years to come. The United States will be a better place for your having lived in it. Make the slogans "Its not a home 'till its planted," and "Plant America" live, he concluded.

**Movie on Iowa**

"This is Iowa," a movie in color and with music and sound, was ably presented by John Z. Beamer, of the John Z. Beamer Co., Des Moines. It showed a great many of Iowa's beauty spots, her agriculture and much of a historical nature. Monuments dedicated to the Mormon westward movement, famous small churches including the one at Nashua (the little brown church in the vale), the beautiful grotto at West Bend and the famous hand-carved clocks at Spillville. The Indian pow-wow at Tama, showing the Indians decked out in colorful regalia and various tribal dances was of particular interest as was the tulip festival at Pella, with the excellent pictures of

many flowering plants. Fall colors in Iowa were beautiful. The development of the corn fields from beginning to maturity was of interest. The climax was a scene showing the fully developed golden ears of corn. Iowa has been doubly blessed by the creator. Mr. Beamer made the Iowans appreciate it all the more.

#### Nursery Research

Dr. Floyd Andre, dean of agriculture at Iowa State College, in an unusually well-organized talk, reported on "Nursery Research at the Iowa State College."

Dr. Andre reviewed briefly the development of the nursery business in Iowa from the humble beginning of D. S. Lake, who started a nursery at Shenandoah in 1870 with a capital of about \$400, 10 acres of rented land, some foresight and some know-how.

Early customers for nursery stock were hard-working, largely self-sufficient people that had moved to Iowa with limited possessions. Their capital was meager. They were anxious to establish homes. They wanted small fruits, large fruits and vegetables. They were proud of their osage orange fence rows, the crude beginnings of our modern, beautiful and serviceable windbreaks.

Agricultural colleges started experimental programs. Many technical advances were made, varieties developed and distributed to be followed by still better ones. Much knowledge has been gained as to understocks, winter injury, pests and diseases. The present program in horticulture concerns nursery problems, truck crops, floriculture, turf studies and pomology. At the present time the department of horticulture, in cooperation with other departments concerned, is working on the following problems:

Stone fruit virus studies, fertilizing apple trees in the nursery row, rose understocks, statistics, weed control, plant breeding, packaging nursery stock and the design and adaptability of new plants.

Dr. Andre is looking forward to better varieties of fruits, tailor-made for drying or for freezing or to be used fresh; understocks with greater hardiness and more resistance to pests; plants better adapted for erosion control or for living fences, and to an increased demand by people for landscaping, including windbreaks and shelter belts.

Dr. Andre urged Iowa nurserymen to keep up Iowa's reputation for selling high quality nursery stock. One of the "green frontiers" for

**PREMIER**  
*does*  
**MORE**  
for all soils!  
**MORE**  
in gardening,  
mulching, etc.

**N**URSERYMEN are using Premier Peat Moss all year—and on all soils—because: (1) it does *more* than any other material to improve soil texture and make available moisture, air and nutrients; (2) Premier is the *highly absorbent all-organic, long-lasting* source of humus that *all* soils need.

It gives better results in seedbeds, liner beds, mulching and transplanting. It will give you *more* results—in *more* ways. And it will give you *more* re-sales to more customers.

—because it's the  
**ALL-ORGANIC**  
**ALL-PURPOSE**  
soil  
conditioner

BIG-VALUE  
BALES

BAGS AND  
CARTONS  
(filled  
or  
unfilled)



In packages for every need—from 1-pot bags to big bales.

Write today for prices on Premier Canadian and European Peat Moss.

Premier Peat Moss Corp., 535 Fifth Avenue, New York 17, N. Y.

## PREMIER PEAT MOSS

Since 1840

### TWINE and CORDAGE

For all nursery  
requirements.

**GEO. B. CARPENTER & CO.**

401 N. Ogden Ave.  
Chicago 22, Ill.

**A. M. LEONARD & SON**  
PIQUA, OHIO

Knives - Shears - Pruning Tools  
Nursery Spades - C-rafting Supplies  
WRITE FOR CATALOG

### PRINTING FOR NURSERYMEN

Better Quality—Lower Prices  
Prompt Service

Molature-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices. Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

**THE TINGLE PRINTING CO.**  
SINCE 1907 PITTSVILLE, MD.

### BURLAP NURSERY SQUARES

Cut from used burlap. 16x16 ins. to 40x40 ins.

Write for Price List.

**GENERAL PACKAGE CORP.**

212 Vanderpool Street  
NEWARK 5, N. J.



## THIS BIG HAND TRUCK Will Save You Money

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-INCH BALL  
1500 LBS.

*Write for folder giving details and prices.*

We Make  
3 Sizes  
of Trucks

### THE GARDEN SHOP, INC.

6315 WEST 75th St.

OVERLAND PARK, KANSAS

Phone HEdrick 3288 (Kansas City, Mo., exch.)

Built to  
Handle  
B&B  
Material



## FAST, EFFICIENT ROSE TYING with SAXMAYER MODEL EM!

A small, fully automatic, electric bench model tying machine—self-adjusting to all sizes of bundles—especially designed for tying flowers and nursery stock in bundles up to 16 ins. in circumference. It's lightweight, so simple in construction even a child can operate it. Write for illustrated folder describing SAXMAYER models serving over 100 different industries.

### ALSO — NEW MODEL SRAN NOW READY!

#### Special Features:

- Ties shrubs and trees up to 6 to 8 ft. long by 35-in. circumference.
- Uses jute or sisal twine—fully guaranteed.

- Automatic safety release to protect machine and operator.
- Ruggedly built, all-metal construction—speedy.

Many now in operation by enthusiastic owners.

—Write for Details—

**NATIONAL BUNDLE TYER CO.**  
**BLISSFIELD, MICH.**

## Dutch and Domestic BURLAP

Importers — Manufacturers

**J. SHORE & CO.**

Est. 1925

**CHELSEA, MASS.**

### ARBORISTS' SUPPLIES

Sweet-Orr Work Clothing  
Red Wing Boots

**KARL KUEMMERLING, Inc.**

401 Cherry Ave., N. E.  
CANTON 2, OHIO

### FERTO - POT

Made of cow manure; plant eats pot.  
2-in. \$2.75 per 100; 2½-in. \$3.25 per 100;  
3-in. \$4.00 per 100. Freight. Bulk prices, \$18.00  
per 1000 up. Booklet free.  
Allen's Int. Bone Meal, 2½ per cent N, 20  
per cent P.A., 43.79 per cent D.F.L. \$65.00 per  
ton C.L. \$47.50 ton L.C.L.

**ALLEN CO. PITTSBOWN, N. J.**

agriculture rests in the fact that there are 300,000 species of plants in the world which have been named by taxonomists. We have 15,000 native plants in the United States, of which American agriculture uses fewer than 200 species of plants as crops.

Dr. John Mahlstedt, also of the department of horticulture, Iowa State College, showed a number of slides picturing among other things the effects of ultraviolet lights in holding down molds in storage and their effects on plants. Fertilizer trials on strawberries and weed control experiments were also shown.

### Discusses Propagation

Richard H. Fillmore, of the Shenandoah Nurseries, discussed the fundamentals of plant propagation. His talk was practical and down-to-earth. Several types of propagation were illustrated by Mr. Fillmore.

Dr. H. M. Harris, state entomologist, gave a brief talk and showed slides of the insect pests in Iowa nurseries. Among the pests shown were cankerworm, iris borer, spider mites, woolly aphis scale and Oriental fruit moth. Control measures were mentioned.

Lloyd Platt, secretary of the National Landscape Nurserymen's Association, told of the many things the association is doing to help its members. Among the activities were a study of the labor costs of various landscape operations, how to charge for landscape services, educational facilities available at the various colleges, information on trends, telephone techniques and a host of other items. Like some brands of cigarettes, the talk was firmly packed with good suggestions.

The Iowans were sorry to receive a telegram from W. R. Leslie, of Morden, Man., stating that he was ill and would not be able to attend. Pinch-hitter "Herb" Plambeck, of radio station WHO, Des Moines, gave a talk on his recent tour of South America. His "South America, Its Soils, Sights and Senioritas," was illustrated by slides and was thoroughly enjoyed.

Dr. W. H. Bragonier, department of botany, Iowa State College, opened the Wednesday session with a talk showing the relation of buckthorn to oat rust. He discouraged the use of any variety of buckthorn. Those formerly thought immune are not, he said. New strains of the disease are developing rapidly and newer varieties of oats hitherto thought more or less immune succumb to these strains of the disease. He recommended that buckthorn hedges be





Time is the most valuable commodity you have — don't waste it on slow, laborious work when mechanical means are available.

Users report up to 89% saving in time required for preparing compost when a Royer Compost Mixer is used . . . scarce, expensive manhours needed for other essential jobs. This saving is easy to understand. One or two men and a Royer replace a sizeable gang needed for manual preparation. Material is fed into the low hopper and perfectly blended, fluffy, trash-free compost is discharged where wanted.

Hundreds of florists and nurserymen are satisfied Royer users. They find that their compost absorbs and retains moisture longer, ferments better in the pile, spreads evenly without damaging young plants.

Send for Bulletin 46. Get details on sizes and models available.



The operation of the Royer is simple. The desired ingredients are shovelled into the hopper and fall onto a rapidly moving belt fitted with steel sprigs or teeth. The "combing belt" action breaks the material into granular form, at the same time performing a complete blending and mixing operation. Trash falls by gravity to the lower end of the hopper and is discharged by tripping the retaining plate provided. When the material reaches the top of the hopper the compost is discharged by centrifugal force to pile or truck.



## ROYER FOUNDRY & MACHINE CO.

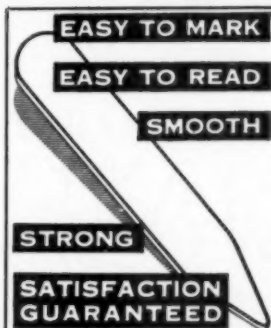
182 PRINGLE ST., KINGSTON, PA.

grubbed out. His talk was also well-illustrated.

F. J. McQuillen, research associate with the Meredith publications, talked on "Your Business, Today and Tomorrow." His well-organized talk provided a wealth of information. He predicted that business would be good and named a number of favorable factors, but stated that it might take a bit of determination. The supermarket, he observed, is handling more nursery business and selling more gardening supplies each year. He emphasized the trend to dwarf types of shrubs and low-growing evergreens.

Among readers of Meredith publications, as of January, 1952, 20 per cent have lots of an acre or more, and the median lot is 65x137 feet. More than six out of 10 have roses, almost half have climbing roses, seven out of 10 have a favorite color, red being most popular.

Peter Cascio, president of the American Association of Nurserymen gave an excellent talk on what



## WOOD LABELS

Here are prices on a few of our stock sizes:

|                                              | Per 1000 |
|----------------------------------------------|----------|
| 3 1/2-in. Tree Labels, copper-wired, painted | \$ 3.70  |
| (for printing add \$1.00 per 1000)           |          |
| 4 -in. Pot Labels, painted, . . . . .        | 2.70     |
| 6 -in. Pot Labels, painted, . . . . .        | 3.30     |
| 12 -in. Garden Labels, painted (250 per box) | 13.50    |

Write for complete price list on all sizes, plain and painted. Prompt delivery. Samples on request. Dealer inquiries welcomed.

**Anthony & Company, Inc.**  
P. O. Box 473 ESCANABA, MICH.

## GRAFT WAX

FOR GRAFTING AND  
WOUND FILLING

An adhesive, noncracking, nondrying wax with effective anti-mold agent.

Two 1-lb. tubes, \$1.50 postpaid.

**KALAMAZOO PARAFFINE CO.**  
KALAMAZOO, MICH.

## HALPERN BROS.

NURSERY BURLAP

Squares and Rolls

and

MESH COTTON NET SQUARES

272 S. 2nd St. Market 7-3346  
PHILADELPHIA 6, PA.

# Make More Profit per Bag

## Sell MICHIGAN PEAT\*

NATURE'S FINEST SOIL BUILDER

*\*It's Bacti-vated!*



100 lb. BURLAP  
bags with  
plastic liners.

50 lb.  
WHITE bags  
plastic lined.

25 lb.  
WHITE bags  
plastic lined.

10 lb. clear  
plastic bags  
10 in a carton.

5 lb. clear  
plastic bags  
20 in a carton.

**GROWERS  
NURSEYMEN**

Depend on Michigan Peat for low-cost superior results. Best for Azaleas, Mulching, Seedbeds, Bagged, Bulk, Cars or Truckloads. No screening—ready for use. 98% organic . . . pH 4.5.

**NEW!**



Sell our 3 new products—most profitable package line: (1) POTTING SOIL. (2) AFRICAN VIOLET SOIL. (3) ROSE SOIL. 1/2-peck bags, 20 in carton. Get full information—wire, telephone.

Eastern office  
267 Fifth Avenue  
New York 16, N. Y.

Western office  
523 U. S. Nat'l. Bank Bldg.  
Denver 2, Colorado

### MICHIGAN PEAT INC.

CAPAC, MICH. • PHONE: Capac 62



FOR ACID SOIL PLANTS.

## RELIANCE

*Azalea and Camellia*  
**SPECIAL**

Already famous for use on Azaleas and Camellias—Fast becoming the leading plant-food for use on Magnolias, Hollies, Gardenias, Rhododendrons, Kalmia, Tea Olives, Blueberries, Tuberous Begonias, Fuchsias, etc.

Cultural Booklet—Azaleas and Camellias—will be sent upon request.

**The RELIANCE FERTILIZER CO.**  
SAVANNAH, GEORGIA

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

the A. A. N. is doing to prevent fraudulent advertising. He also devoted some time to the "Plant America" movement.

#### Fraudulent Advertising

Lowell P. Nicholas, of the Des Moines Better Business Bureau, presented an impressive discussion of what to do about unethical business practices on the home front. He advised attacking fraudulent advertising as soon as it appears. It is up to the nursery industry, he said, to go to the newspapers and other publications with the facts, and they must be both forceful and accurate, because publications do not like to give up revenue. The Better Business Bureaus have caused ads to be cancelled both in the newspapers and on the radio in a matter of a couple of days. He stated that the bureaus over the country are equipped to cut down materially the misleading and fraudulent advertising.

Quoting from Mr. Nicholas, "Either you are going to keep your own house in order with respect to nursery stock advertising and selling, or you are going to have some sort of regulation you will wish to the devil that you did not have after you get it. You are going to have local ordinances or the state legislature is going to be screaming. Somebody will be after them for some kind of an act to regulate you and your business and your advertising and every other fool thing, and if it is bad enough, there will be a consumer lobby in Washington trying to get some legislation passed."

Prof. R. R. Rothacker, of the department of landscape architecture, Iowa State College, discussed the various types of plants, their form, structure, shape, quality, density, color, etc., and gave examples of where to use them.

Following Professor Rothacker's talk there came a production and management seminar. The panel leader was Kimball Andrews, of Fari-bault, Minn. Other members of the panel were Vernon Marshall, Wayne Ferris and Lloyd Platt. There was much interest in the panel. It was good judgment on the part of Iowa to invade the neighboring states for panel members, as they gave a good account of themselves.

Among the subjects of special interest discussed were replacements, securing new customers, suggestions for planting the ranch-type home, materials suitable for use in planting modern day homes, Christmastime fill-ins for the workmen and handling of complaints.

## LANDSCAPE MEETING

[Continued from page 8]

items of this kind as long as it does not take so much of his time that he must cut down on the consideration and service he gives his landscape customers. The good name and the dignity of the industry depend on the high quality and success of his nursery and landscape work. To meet the growing demand for his stock and services the nurseryman must work harder and economize his time better, but not cut down on the quality of his work.

He told the nurserymen of a few things he did to enable him to meet the demand in his area. He cut out his firm's spray work altogether; he started visiting his clients earlier in the day and found he was able to see many more that way; he enlarged his lath house and bought more stock; he has stayed closer to his home town; he has been doing more summer planting. Mr. Spencer told about his policy he calls "show-how" which is intended to give nursery stock customers detailed information about the proper planting and maintenance of the stock. If a customer calls into the nursery office and confesses he is unable to plant his stock, Mr. Spencer tells him to come into the nursery, where he explains the procedure carefully and lends the customer tools for the work. This, he said, is only one of the many small services that his nursery performs to keep it a friendly business.

He concluded his address with a warning to nurserymen to watch out for the penalties of being too prosperous; of forgetting in the quickening tempo of their business their reasons for being in the business, and of trying too desperately to get ahead. He cautioned them not to forget the originality, vitality and beauty required of their work in order for it to be of true value.

## Fair Charges for Services

The first speaker on the afternoon program was to have been J. Frank Styer, Styer's Nurseries, Concordville, Pa., but he was unable to attend because of a sudden illness of his wife. His son, Jack, represented him at the meeting and presented his talk, "Fair Charges for Expert Services."

In his text, Mr. Styer began by approving of the progress that has been made in standardizing many of the items used by landscapers in their work. Certain charges, however, remain arbitrary, and chief among these are charges made for many kinds of skilled service. The

## STEP UP YOUR SPRING SALES

*Make it easier for your customers  
to pick the correct plants*



You can quickly cut color proofs of blooming plants and shrubs from the growers' catalogs and literature and arrange them neatly on the swinging panels of a Multiplex. Your customers can then see the type of plant and the blossom colors and make quick selection without wasting your time. Florists and shrubbery retailers everywhere have installed these outstanding display panels and report increased sales with a considerable saving in sales time. Mail coupon for complete information.

## MULTIPLEX DISPLAY FIXTURE COMPANY

915-925 N. TENTH STREET ST. LOUIS 1, MO.

Please send me catalog on Multiplex Display Equipment.

F53

Name \_\_\_\_\_ Company \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

## BEGINNING IN THE NURSERY BUSINESS

50 cents per copy.

AMERICAN NURSERYMAN, 343 So. Dearborn St., Chicago 4, Ill.

## THE NEW MODEL B LINDIG SOIL SHREDDER

*The World's Finest*

Improved performance with

- Actioned Shredding Blades
- Increased Capacity
- More Uniform Shredding

Write for descriptive folder and prices  
and name of your nearest dealer.

**LINDIG MFG. CO., Inc.**

1875 West County Road C

St. Paul 8, Minn.





## HERE IS WHY NURSERYMEN PREFER MENNEPOTS



### Superior Strength

Sturdily constructed, the MENNEPOT withstands hard handling without fear of breaking apart.

### Stapled Bottom

Comes completely assembled . . . Potting can start immediately upon arrival — regardless of weather.

### Light Weight

The MENNEPOT is easy to handle, economical to use. The extremely light weight makes shipping costs negligible.

### Drainage

The unique side-drainage feature in the MENNEPOT makes waterlogging impossible while standing in the salesyard.

#### Size 0

Top . . . 4 ins.  
Bottom . . . 3 1/2 ins.  
High . . . 4 ins.  
Weight per 100  
Regular 10 lbs., Heavy 25  
Regular Weight Price  
100 . . . \$2.75 1000 . . . \$25.00  
Heavy Weight Price  
100 . . . \$3.75 1000 . . . \$35.00

#### Size 1

Top . . . 6 ins.  
Bottom . . . 5 ins.  
High . . . 6 ins.  
Weight per 100  
Regular 15 lbs., Heavy 35  
Regular Weight Price  
100 . . . \$4.00 1000 . . . \$37.50  
Heavy Weight Price  
100 . . . \$5.25 1000 . . . \$50.00

#### Size 2

Top . . . 7 ins.  
Bottom . . . 5 1/2 ins.  
High . . . 8 ins.  
Weight per 100  
Regular 24 lbs., Heavy 55  
Regular Weight Price  
100 . . . \$4.50 1000 . . . \$42.50  
Heavy Weight Price  
100 . . . \$5.75 1000 . . . \$55.00

#### Size 3

Top . . . 8 1/2 ins.  
Bottom . . . 6 1/2 ins.  
High . . . 9 ins.  
Weight per 100  
Regular 30 lbs., Heavy 70  
Regular Weight Price  
100 . . . \$5.00 1000 . . . \$47.50  
Heavy Weight Price  
100 . . . \$6.25 1000 . . . \$60.00

#### Size 4

Top . . . 8 1/2 ins.  
Bottom . . . 7 1/2 ins.  
High . . . 9 ins.  
PAN  
Weight per 100  
Regular 30 lbs., Heavy 70  
Regular Weight Price  
100 . . . \$5.00 1000 . . . \$47.50  
Heavy Weight Price  
100 . . . \$6.25 1000 . . . \$60.00

#### Size 5

Top . . . 12 ins.  
Bottom . . . 10 ins.  
High . . . 12 ins.  
LG. POT  
Weight per 100 250 lbs.  
20 . . . 30¢ ea. 100 . . . \$27.50  
500 . . . \$125. 1000 . . . \$225.  
\*Special for extra-heavy  
trees and large shrubs.

500 or more take 1000 quantity price. Special prices on carload quantities.

All shipments F.O.B. North Tonawanda, N. Y.

Less than 100 lbs. take 100-lb. freight rate.

Packed 100 and 200 per carton.

Terms: 2% cash with order; net 30 days.

Send 50¢ for set of samples. Send another 50¢ for No. 5 pot.

**MENNO S. MENNES NURSERIES**

Phone Ludlow 4444

**NORTH TONAWANDA, N. Y.**

essential question here, Mr. Styer continued, was not one of how much to charge for these services, but, instead, how does this condition look to the public? What can it think of landscapemen generally when widely varying charges are assessed by different firms for similar work? He mentioned the policy of charging for time spent on the job as an example of this lack of uniformity; some charge for the time, others do not.

An expert service is one that does not primarily involve the provision of landscape materials; building, grading, transplanting, spraying, renovation of old plants and salesmen's services—which include lecturing groups, estimating damage, etc.—are among these.

The usual way of assessing these charges is to include them on the customer's bill as "labor." This is unwise, Mr. Styer said, because customers do not like to pay just for labor, especially if it makes up a substantial portion of the bill. Besides, the nurseryman is not just selling labor, he is selling skills which are an essential part of the landscape job he is being called on to do. The customer should realize that he is paying for expert services by trained men, not just for an undefined quantity called "labor."

A way of rectifying this situation would be to set up a separate department in the landscape firm for the administration of these services. This service department would have its own system of accounting and would be expected to show a profit in its operations. The first step in such a reorganization would be for the landscapeman to ascertain the exact cost to the firm of these services and to

## Greenhouses

BUILT TO FIT  
YOUR NEEDS

★ Write—wire or phone  
for complete information  
on Rough Bros.  
Greenhouses.  
ANY STYLE—ANY SIZE



## ROUGH BROS.

MANUFACTURERS AND BUILDERS

4227 Spring Grove Ave.

Phone Kirby 6180

... AND

COMPLETE STOCK OF  
GREENHOUSE MATERIALS  
FOR REPAIRING AND  
RECONDITIONING

Cincinnati 23, Ohio



### SCIENTIFIC PRUNING SAVES YOUR TREES

There is no task to tree trimming when Bartlett pruning implements are used—endorsed everywhere by expert horticulturists.

**LONG POLE TREE TRIMMERS No. 1R**  
(compound lever, easy cutting) 6-ft. pole. Other lengths up to 16 ft.

**POLE SAW No. 44—**  
(curved saw cuts freely) 8 ft. Other lengths up to 16 ft.

**LOPPING SHEARS No. 777—**  
(will not wound the bark) highly tempered steel. 26-inch ash handles.

Ask your tree expert to get our free illustrated catalog of tools and supplies.

**BARTLETT MFG. CO.**

Box 58—3003 East Grand Blvd.

DETROIT 2, MICH.

IT COSTS NO MORE  
(and in most instances less)  
FOR OUR PACKING OF

**Nursery Burlap  
Squares and Rolls**

Write for prices and samples

**L. ATKIN'S SONS**

P. O. Box 167 Rochester, N. Y.

# SIGNS

Write for free catalog showing how to increase your business with these unusual signs.

**Growers Signs, Tallmadge, O.**

**TREES FOR AMERICAN GARDENS**

by Donald Wyman. 745 recommended trees, 1600 species and varieties. **\$7.50.**

American Nurseryman

Chicago 4.

set certain fixed charges for them.

This system would not only be sounder cost accounting for the landscaper's business but would also give the public a better impression.

### Design Services

"Design Services" was the topic of the afternoon's next speaker, Allan Dalsimer, of Dalsimer, Inc., Cedarhurst, L. I., N. Y. He began by warning the landscape architects not to overstate their case when selling the customer on a landscape design. Instead of exaggerating the customer's expectations a few things can be done to make the designer's case quietly impressive. When the designer submits the plans, the importance of appearance should not be overlooked. They should be drawn on clean paper and in a professional style. An elevation of the property should be drawn at the bottom of the plan and the whole thing is much more effective if some color is added to the plan. Color puts more life into the designer's conception of the landscape work. A blueprint is a good thing to have drawn up at an early stage of the planning and great care should be given to drawing the property on its exact scale. When discussing the plan with the customer the designer should take his time and try to bring the needs and desires of the whole family into his planning.

These things are all important, Mr. Dalsimer said, because they give the customer the impression that his design is being made carefully and professionally and represents your best thinking on the problems posed by his property. Nothing should be allowed to make him think that your work for him has been hastily considered. For this reason it is best not to show him the plan you have done for some other person when making the presentation as he wants to feel that you are applying your skills to his problems alone.

A contract is good to have, he continued, because it is more business-like. Guaranteeing your work only when payments have been made in full is a practice that can help the landscaper avoid misunderstandings. The guarantee should include a reference to damage resulting from the neglect of the customer among the occurrences for which the landscaper is not responsible.

A device Mr. Dalsimer said he found effective for discouraging the customers who, during the busy season, ask you just to come out and talk about their landscape work, is setting a service charge of perhaps \$10 for all visits during those months

# IT'S SAFE AND ECONOMICAL!

## Good-rite N.I.X.

\*REG. U. S. PAT. OFF.

### water-soluble weed killer

**G**OOD-RITE N.I.X. provides safe, economical weed control for truck crops, in greenhouses and nurseries. Supplied as a powder, it dissolves easily in water, is effective on both small grasses and broadleaf plants. Good-rite N.I.X. destroys only that foliage it actually wets... has no hormone or residual action... has no soil-poisoning effect.

Good-rite N.I.X. will save time and expense as a pre- and post-emergence spray

to weed a variety of vegetable crops—such as cabbage, corn, beans, peas, onions and other truck crops. Properly used, it can effect economies wherever hand- or hoe-weeding is employed.

For complete information about Good-rite N.I.X., write Dept. CD-1, B.F. Goodrich Chemical Company, Rose Building, Cleveland 15, Ohio. Cable address: Goodchemco. In Canada: Kitchener, Ontario.

## Good-rite

\*REG. U. S. PAT. OFF.

**B. F. GOODRICH  
CHEMICAL COMPANY**

A Division of The B. F. Goodrich Company

### FLORIDA DISTRIBUTORS

**The Kilgore Seed Co.**  
Plant City, Florida

**Flag Sulphur &  
Chemical Co.**  
Tampa, Florida

## Proven SOIL CONDITIONER

**FAFARD**

NATURE'S  
SOIL  
CONDITIONER

Makes sandy soil more  
compact - lightens heavy  
clay soil - cleans and frees  
from weed roots and  
disease spores.

HIGHLY ABSORBENT



ORGANIC

Prevents leaching and  
waste - improves aerat-  
ing - encourages benefi-  
cial bacteria - is long  
lasting in the soil.

STIMULATES  
GROWTH

**PEAT MOSS**

### DIRECT CARLOAD SHIPMENTS

- Bales
  - Half Bales
  - Bags
  - Boxes
- Horticultural Peat-Humus**

*Samples furnished on request*

**CONRAD FAFARD, Inc.**  
Box 774, Springfield, Mass.

**LARGE NURSERY TRADE MAILING LIST**  
**MAKE US AN OFFER FOR**

In order to get material we wanted, we had to purchase the complete mailing list - stencils, steel drawers and Elliott Addressograph of Barnes Importers, Inc., East Aurora, N. Y.

**50,000 MAILING LIST**

Covering the 48 States - consisting of 50,000 stencils cut and filed by states with purchases listed - 250 steel stencil drawers and steel racks - Elliott Elec. Addressing machine—Valued at \$5000.00 Can be purchased with or without addressing machine. Crated ready for immediate shipment.

**LANCASTER JOURNAL**  
 41 West Main Street      Regent 4462      Lancaster, N. Y.

**KAPCO NUTRITIVE PROTECTIVE AGRICULTURAL CHEMICALS**

**RECOMMENDED BY AUTHORITIES**

Kapco Solubles are NOW 99 1/2% Water Soluble.

| 15 - 30 - 15               | 20 - 20 - 20               | 21 - 7 - 7 plus 20 % Azalea Acid Liquid Fertilizer |
|----------------------------|----------------------------|----------------------------------------------------|
| 25 lbs. .... 22c per lb.   | 25 lbs. .... 22c per lb.   | 25 lbs. .... 22c per lb.                           |
| 80 lbs. .... 20c per lb.   | 80 lbs. .... 20c per lb.   | 80 lbs. .... 20c per lb.                           |
| 800 lbs. .... 19c per lb.  | 500 lbs. .... 19c per lb.  | 500 lbs. .... 19c per lb.                          |
| 2000 lbs. .... 17c per lb. | 2000 lbs. .... 17c per lb. | 2000 lbs. .... 17c per lb.                         |

The above prices save time and money. Ask for price list.  
 F. O. B. McKeesport, Chicago and Florida.

**KELLY AGRICULTURAL PRODUCTS CO., McKeesport, Pa.**



**for FASTER SPRAYING . . .**  
**CHAMPION "500"**

Here's the ideal wheelbarrow sprayer for one-man operation. It has 15 gal. capacity and large compression chamber reduces frequency of pumping. Galvanized tank with heavy brass compression cylinder sturdily mounted on steel chassis; steel wheels with wide treads. Write for literature.

**CHAMPION SPRAYER CO.**  
 Mfrs. Portable Sprayers and Dusters  
 6507 HEINTZ AVE. • DETROIT 11, MICH.

**GOODRICH BUDDING STRIPS**

Do not get "caught short" when budding time is here next summer.

Order now and give us a shipping date to be sure your Budding Strips will be on hand when needed.

**THOMAS B. MEEHAN CO., Inc.**  
 DRESHER, PA.

**Imported**  
**DUTCH BURLAP SQUARES**  
**REED MATS**  
 . . .  
**HOLLAND and GERMAN**  
**PEAT MOSS**  
**CLOVERSET POTS**  
**AVAILABLE AT ALL TIMES**  
 . . .  
**New Jersey Farm Supply Cooperative Assn., Inc.**  
 449 Market St.      East Paterson, N. J.

**NURSERY TAGS**  
 Suitable for Labeling

**Trees—Shrubs—Plants—**  
**etc.**

**Convenient—Economical**

**PREMIER SOUTHERN TICKET CO., Inc.**  
 1823-31 Dana Ave.      CINCINNATI 7, OHIO

and informing these customers about this charge at the time that they call.

Some of the most promising kinds of homeowners from the landscaper's point of view, he said, are those who have been married only a short time and have purchased a house in the \$20,000 to \$25,000 class. Although their initial purchases may be small they usually can be depended upon to buy more later, especially if the designer points out the further improvements that can be made and the eyesores that still are on the property.

Mr. Dalsimer concluded his talk by showing a group of color slides illustrating landscape jobs his firm has handled.

#### Business Operations Workshop

Following Mr. Dalsimer's talk, the members joined in another workshop discussion under the general title, "What We Are Doing in Our Business."

Opening a discussion on landscape plans, Homer Dodge, of Framingham, Mass., said that he details his landscape plans carefully because this makes it easier for the foreman on the landscape job to carry out the work as planned. He also stated that this practice saved time during the rush seasons. A further advantage in detailed plans, according to Mr. Dodge, is their assistance in providing an accurate estimate of the work to be undertaken. He stated that in his opinion it was not of particular consequence whether the customer fully understood the plans, so long as the latter was able to obtain a good general idea of the proposed work.

Allan Dalsimer, on the other hand, said that he provided the customer with a picture plan only, but at the same time made a detailed plan for his own use. He contended that the detailed plan confuses the customer unnecessarily.

Elmer Spencer interposed that he believed customers should be shown the actual stock to be planted before the landscape job is undertaken. He did not believe that the customer should be asked to purchase a landscape job without actually seeing the stock that was to be used on the job. Mr. Dalsimer declared that he could not carry out this practice because his sources of stock are widely separated and it would require too much time to take the customer to all of these places to see the stock. He felt further that the picture method is better since it shows the plants at their peak of development, rather than in the form in which they may be in the nursery. Mr. Dodge expressed his agreement with this view,



stating that a picture showing the completed landscape job is far more impressive to the customer than showing the latter samples of individual plants.

Mr. Spencer then returned to say that he is protecting himself when he insists that the customer view the stock before buying, inasmuch as he believes that by so doing there is less likelihood of the job's having to be resold when the actual stock is delivered to the customer. He also pointed out that having the customer come to the nursery often results in increased sales since the customer is given an opportunity to see other items he might wish to buy.

Changing the subject, Mr. Dalsimer referred to the short labor situation in the landscape industry, and expressed the belief that men can be attracted to the landscape field only by offering working conditions comparable to those available in other industries. Among these he cited a maximum work week of 48 hours. Charles Armstrong then mentioned other benefits which he felt were necessary to attract sufficient labor, such as hospitalization and insurance plans, vacations, paid holidays, etc. A rapid survey of the nurserymen in the meeting room revealed that almost all of them offered paid vacations, while in the matter of paid holidays, a slight majority stated that they did not offer them.

#### Summer Meeting Plans

Following this discussion, Mr. Dalsimer returned to the speakers' platform to report on the 1953 convention of the National Landscape Nurserymen's Association, to be held at New York during the period of the American Association of Nurserymen convention, in July. Mr. Dalsimer stated that since many of the landscape nurserymen are also interested in the program of the A. A. N. as well as their own, efforts will be made to dovetail the two so that neither program need be sacrificed to attend the other.

He said that there will be an exhibit of nursery stock in the central lobby of the Waldorf-Astoria hotel, which he felt would attract a great deal of attention. No general landscape tour will be scheduled this year because of the restrictions on the use of buses on the parkway systems in and around New York, but tours for small groups in automobiles can be arranged. Mr. Dalsimer concluded his report by mentioning the excellent programs that are being arranged for teenagers and women during the convention period.

## SPEED UP

with a  
**YORK  
"RE"  
RAKE**



**LAWN SEEDING  
AND  
LANDSCAPING  
OPERATIONS**

### • IT GRADES AND LEVELS • RAKES STONES • MULCHES SOIL

Nurserymen and landscapers who use the York RE Rake have found it to be one of their best investments. A number of users have written us that the Rake paid for itself on the first job!

It eliminates most hand raking by its ability to perform 3 Big Jobs: (1) It Grades and Levels, (2) It Rakes Stones, (3) It Mulches the Soil. **And it does all of these jobs at a substantial saving over hand labor costs.**

The RE Rake handles easily behind your tractor . . . does a finished grading job . . . is ideal for raking stones and spreading top soil . . . works close to building foundations. It may be positioned to discharge material either to right or left. It may be used at right angles to the direction of travel, for spreading material and gathering rows of stones into piles. Also, it may be reversed and used as a bulldozer.

**For complete details and prices, write Dept. R-531:**

Trouble-free service without costly breakdowns is assured by the RE's rugged construction. Long-wearing teeth are made of heat-treated alloy spring steel, rigidly attached to carbon spring steel heads . . . easy to replace if necessary. Maximum working width is 8 feet. Raising, lowering and tilting of rake are controlled by the tractor operator, without leaving his seat.

Casters and wheels are available as optional accessories. Mounted on the rake frame, they regulate the penetrating depth of the teeth, and are especially useful in final raking operations where only a slight penetration is desired.



#### PLANT BUYERS GUIDE — \$7.50 per copy postpaid.

Tells where to buy over 50,000 different plants and seeds.

**AMERICAN NURSERYMAN**

343 So. Dearborn St.

Chicago 4, Ill.

#### CHARLES SIZEMORE

319 1/2 Georgia St.

Louisiana, Mo.

Collector of past-due notes and accounts any place in the United States and foreign countries—Rates as below:

18 per cent on first \$300.00.  
15 per cent on next \$200.00.  
10 per cent on amount above \$500.00.  
Minimum Commission, \$9.00, except on claims \$18.00 or less, 50 per cent.  
Where suit is necessary a minimum suit fee of \$7.50 is added, but in no case is the fee more than 50 per cent.

#### NO COLLECTION—NO CHARGE

Freight bills not over two years old checked for 25 per cent of any amount found. Nothing found, no charge.  
It takes just three cents to mail your claims. We do the work and furnish postage.

## WOOD LABELS

**For Nurserymen**

**DAYTON  
FRUIT TREE LABEL  
CO.**

Ray and Kiser Sts. DAYTON, O.

## WOLCOTT'S BUNDLE-TYING STRING HOLDER

**SIMPLE AND  
SUBSTANTIALLY  
MADE OF TOUGH  
IRON CASTINGS**

**NEVER WEARS  
OUT**

**CUTTING KNIFE  
IS DISCARDED  
SAFETY RAZOR  
BLADE**



**HOLDS STRING  
SECURELY SO  
THAT A TIGHT  
TIE IS ASSURED  
WITH LITTLE  
EFFORT**

**WILL CUT COST  
OF WRAPPING  
25 TO 50%**

**TYING TIME  
5 SECONDS**

### SOLD WITHOUT STANDARD

Built especially for tying wrapped nursery stock which reduces cost an average of 20c on every hundred plants packed. Does a far better and neater tying job with no injury to hands as in hand knotting and use of finger ring cutter. Ties a clove hitch that is tightened by a quick pull on package with left hand while end of string is held with right hand.

Manufactured and sold exclusively by:

**JOHN S. WOLCOTT & SON**

180 Main St.

MANCHESTER, CONN.

# Simplex

— MUCH MORE — FOR LESS

## SOIL TESTING

ACCURATE • EASY • QUICK



DESIGNED FOR THE  
USE OF NONCHEMISTS  
REQUIRES NO WAITING—ALLOWS  
FOR FREQUENT, YEARLY TESTS

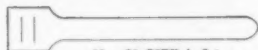
**THE COMPLETE SIMPLEX SOIL TEST OUTFIT**  
(Contains all the solutions and apparatus necessary for 100 to 300 soil tests for each of 15 important soil chemicals including trace elements, plus tissue tests for Nitrates, Phosphorus and Potassium. Complete, \$49.50. Solution replacements available at \$27.00.)

**THE JUNIOR SIMPLEX SOIL TEST OUTFIT, \$33.50**  
**THE FARM SIMPLEX SOIL TEST OUTFIT, \$25.50**  
All outfits shipped via Railway Express, P. O. Box, Norwalk, Ohio

**WRITE FOR LITERATURE**

**THE EDWARDS LABORATORY • P. O. Box 318-C • Norwalk, Ohio**

## TAGS FOR NURSERYMEN



No. 21 SIZE 1x6 ins.

### TREE & SHRUB TAGS

Made of heavyweight, strong, water-resistant tag stock. Furnished 10 tags partly attached for use in typewriter.

#### Price Per Thousand

|                      |        |                  |        |
|----------------------|--------|------------------|--------|
| 1000 to 4000..       | \$1.60 | 10,000 to 24,000 | \$1.10 |
| 5000 to 9000..       | 1.30   | 25,000 to 99,000 | .90    |
| 100,000 or more..... | \$.75  |                  |        |

Net 30 Days, F.O.B. Grand Rapids, Mich.

Free Delivery for check with order.

### WE MANUFACTURE

Paper and Cloth Tags  
for all Nursery uses.

Ask for price list and samples.  
Plain and printed tags.

**IMPERIAL TAG & PRINTING CO.**

(Div. of Acme Time Card Co.)

312 Straight, S. W., Grand Rapids 4, Mich.

## BRUCO PEAT MOSS TOP-QUALITY

European and Canadian

Full-pack bales in popular sizes

**RIGHT PRICES • PROMPT SHIPMENTS**  
HORTICULTURAL AND POULTRY Grades



Write or Wire for particulars

**BRUCO PEAT MOSS CORP.**  
11 W. 42nd St., New York 18, N. Y.



"TINA"—the choice of the leading nurseries in U. S. A. and Europe.  
Request illustrated list and prices.  
Sole Agent:

**HERMANN A. WIRTH**  
North Fletcher Ave.  
VALLEY STREAM, L. I., N. Y.

### Pronouncing Dictionary

of Plant Names and Botanical Terms

64 pages, 3000 names, 25c per copy

**AMERICAN NURSERYMAN**

343 S. Dearborn St. Chicago 4, Ill.

## NORTH CAROLINA COURSE

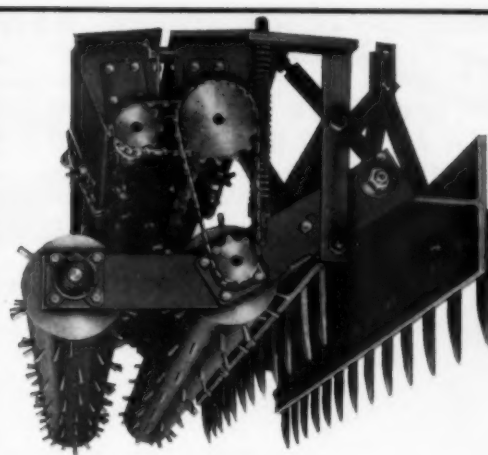
[Continued from page 8]

and although it worked the first year on camellia scale the second year it did not; so it is not recommended for scale. Systox is satisfactory when used on cotton, and experiments are being made on tobacco. Dr. Smith repeated his warning to be cautious when using phosphates.

### Weed Control

Prof. Glenn Klingman, department of agronomy, in his talk on "Weed Control in the Nursery," stressed the importance of applying the correct amount of a weed killer in order to obtain the desired results. To eliminate honeysuckle, use one to one and one-half pounds of 2,4-D to an acre. An application of five pounds per acre will cause the tops to be killed so quickly that the roots will sprout again. The right amount of 2,4-D will cause both roots and tops to die slowly and not resprout. The same rule is true for kudzu. An overdose of 2,4-D will only temporarily burn off the top of the vine. The results of other tests in weed control show that one tablespoon of high nitrogen fertilizer in the crown of Dallas grass will be effective if the grass is not too heavy. TCA is best for Bermuda grass, and to eliminate wild onions mow until February and then use 2,4-D.

Dr. E. W. McElwee, research professor in ornamental horticulture, discussed several phases of the research program in ornamentals. Weed control chemicals used among ornamentals showed that CMU was injurious to arborvitae, lilac and elm and Dinitro had an adverse effect on osmanthus, arborvitae, lilac and elm. Experiments are being conducted in controlling the growth habits of certain ornamentals to eliminate the need of pinching to increase bud set. Dr. McElwee noted that studies are under way concerning organic material and the proper use of fertilizer. In a project on shade and organic material in relation to cold injury, results showed that shade increased hardiness and that there was less injury when using Humex than when using peat or sawdust. In tests on propagation, it was found that in moderate shade 5 per cent more cuttings rooted and had 20 per cent longer roots than those under heavy shade. A moderate amount of water proved to be better than heavy watering, and leaving many leaves on the cutting gave better results than leaving a few. Moderate shade and many leaves produced 50 per cent longer roots, and 30 per cent more cuttings rooted. If cuttings are kept



## THE GILL SOIL PULVERIZER

### SCARIFIES — LEVELS — PULVERIZES

HAND RAKING IS OUTLAWED: THE GILL SOIL PULVERIZER TAKES OVER

**SPECIFICATIONS**  
 Weight 500 Pounds  
 Beam 6 Ft. Long  
 Steel Roller 5 Ins.,  
 with 110 Spikes  
 Dustproof Ball Bearings  
 Spring Tension on Roller  
 for Additional Weight on Roller  
 Patented in U. S. Patent Office  
 No. 2-574-385

After years spent in landscape work and all the equipment purchased that could be used in preparing a seedbed for lawn work, we reached the point of quitting the business on account of labor conditions. But after building the reputation of leaders in this type of work in our section, we gave it second thought. We decided to build a machine that would do 60% of the grading and at the same time prepare a well-pulverized, smooth seedbed. We were successful and now are operating our landscape department at a nice profit and are passing it on to you.

Note the photograph of our B-53 streamlined model with two rollers and two seed boxes. Each box has an adjuster for distributing the proper amount of seed. This is the last word in lawn preparation and seeding. You are looking at the pulverizer from an underneath view. Note the two rows of spikes on the steel beam and the two leveling blades that do the rough work. These units are available without seeder, with one or two seeders.

Manufactured by **GILL MANUFACTURING CO.** (J. F. Gilreath, Mgr.)  
**3112 Wilkinson Blvd.** Phone: 8596 **CHARLOTTE, N. C.**  
 For Further Information Contact Us or Your Local Dealer

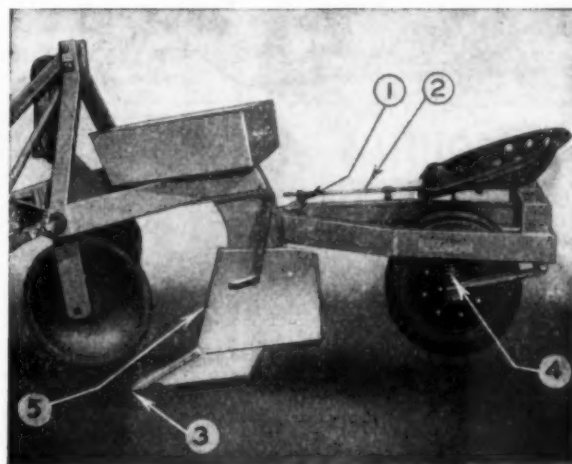
damp, it makes no difference when they are cut off the plant. It was found that to insert the cuttings two and one-half inches deep was best, provided the medium was well-drained. Dr. McElwee told the nurserymen not to water their propagating beds in late afternoon, because this would increase the danger of fungus damage.

At the end of Dr. McElwee's talk, the nurserymen were taken on a tour of the new horticulture building and the greenhouse range.

A banquet was held Monday evening in the ballroom of the Carolina hotel, and the group enjoyed a turkey dinner. The toastmaster, Dr. George Abshier, was most enjoyable and entertained all with his keen sense of humor.

### Nursery Soil

W. D. Lee opened his talk on "Your Nursery Soil" by telling the nurserymen some of the things they should consider when they are buying or developing a new piece of land. The depth, texture, consistency, freedom from rocks, drainage, slope and organic content are all to be considered. Mr. Lee showed a chart of North Carolina which was divided into 11 sections, from the marshes on the coast to the mountains in the



### THE FIVE FEATURES THAT MAKE THE *Rootscred* UNIQUE:

1. Universal allows 2-way movement on level ground—horizontal to follow the tree row, vertical to follow the ground.
2. Angling crank allows adjustment of trailer so the heeling wheels will follow the tree row on hillsides.
3. Heavy replaceable point which breaks up the subsoil, gives added traction.
4. Individually sprung heeling wheels which aid uniform heeling at all times.
5. Knife edge.

Zero-pressure pneumatic tires cannot go flat. Plants on hillsides on the contour, around stumps; excellent for large-size stock, nursery work. Scalpers available. Guaranteed to do your job or money back. For further information write:

**ROOTSPRED**  
 318 N. Market St., FREDERICK, MD.



**PASHEA'S**

**WONDER DUST**  
for ALL PLANT Protection  
NOW CONTAINS.....

**NEW ARAMITE 15W**

**TESTED 100% CONTROL**  
FOR RED SPIDER  
Protects against Black Spot • Midge Thrip  
• Mildew • Aphids

A formula used on 5000 roses, 300 evergreens, other display plants in our famous Glendale Garden with "best results we've ever seen."

These are customer-appeal features that last year built a tremendous dealer business—with Aramite 15W added, will this year top all previous records—

**Write Today for FREE Information!**

**GLENDAL ROSE GARDEN**  
ROUTE 4, BOX 491 Dept. A-3 INDEPENDENCE, MISSOURI

**ARROW/NAMSCO PEATS = SALES REPEATS**

**FINELY GRANULATED  
HIGHLY ABSORBENT  
TOP-QUALITY  
CANADIAN AND EUROPEAN  
PEAT MOSS**

**ARROW/NAMSCO  
PEAT MOSS**

**Prompt Shipments  
"HOLLANDIA" BURLAP  
SQUARES  
REED MATS**  
for Coldframes  
Write for Prices  
State Requirements

**NEW AMSTERDAM IMPORT CO.**  
122-A Chambers St., New York 7, N. Y.

**KILL MOSQUITOS  
OUTDOORS**

For Camps, Hotels,  
Clubs, Homes,  
Anywhere

**MOSQUITROL**

... especially designed to eliminate Mosquitos and Gnats outdoors. Use on lawns, terraces, porches, etc. One application will last 3 weeks or more. Safe for foliage.

**SAMPLE ORDER**  
1 DOZEN - \$14.00  
3 dozen - \$12.60 doz.  
12 dozen - 11.34 doz.  
60 dozen - 9.45 doz.

**RESELS FOR  
\$1.75 A PACKAGE**

**DEALERS:** get FREE leaflets, attractive displays, ad mats. Order today!

**AMPION CORPORATION**  
4-88 47th Ave., Long Island City 1, N. Y.

**NOW!**

**A COMPLETE LINE OF  
TRELLIS & LAWN FENCE  
ALL STEEL CONSTRUCTION**

Beautify and protect lawns, flower beds or shrubbery. There is a Gorton trellis or lawn fence to fit almost any requirement.

So easy to install—just push in the ground. All steel construction with securely welded joints means long life. No wood to warp, split or crack. Attractively finished in durable white enamel. Adds greatly to the appearance of any lawn or garden.

Attractive low prices on this new, distinctive line of trellis and lawn fence offer you large, quick profits. Prompt shipping service.

**WRITE TODAY FOR LITERATURE AND WHOLESALE PRICES.**

**Gorton Mfg. Co. Quincy 1, Ill.**

**BURLAP**

**PRICES & SAMPLES  
SENT ON REQUEST**

**NEW YORKER BAG & BURLAP CO.**  
1219 PROSPECT AVE. • NEW YORK 59, N.Y.

west, and noted the types of soil, the problems and the best crops for each section. With good management most soil problems can be overcome even though some may prove to be difficult. Growing cover crops, mulching, subsoiling and terracing are some of the ways in which one can retain topsoil. When nursery stock is moved, legumes can be planted and organic material added, but the soil removed is irreplaceable.

"Your Nursery and Soil Conservation" was ably discussed by John B. Bregger, soil conservationist, of Clemson College, South Carolina. Mr. Bregger began his talk by saying that soil might be the cheapest part of nursery culture, but the productive capacity is what counts. Nurserymen have to learn how to make the best of the type of soil they have. The soil in the southeast has long been a problem, since it has been abused by overcultivation, packing and erosion for many years. Tillage of wet ground, even a wagon going through wet ground, does damage by packing the soil. Mr. Bregger said that soil can be made deeper, in respect to productive capacity, by adding nutrients and subsoiling. Subsoiling not only will aid in deepening the soil, but will relieve packing conditions and usually is effective for about 12 months. Aeration is also important in the soil of a nursery, since the roots of a plant go only as deep as they can receive air.

One of the biggest problems is that of erosion. Intensive cultivation, bare soil and sloping lands lead to erosion. Control practices can be either mechanical or through engineering. To cut down the speed of water runoff the diversion method is used, such as making large terraces to keep the water from running across the land, terracing with a series of short slopes to reduce water movement and contour planting where each row acts as a terrace and carries off water. The rotation of crops as a soil conservation practice is not easy for the nurserymen because they seldom have a whole field cleared at one time. However, the nurserymen should place more emphasis on rotation. Two or more years of a cover crop is needed and Mr. Bregger suggested that a nonlegume crop be planted because nitrogen can be bought cheaper than legumes can be planted. Cover crops are more important to soil conditioning than to replacing organic material. A winter cover crop should cover the ground. Most of the cover crops used now are really spring cover crops, since they do not start heavy growth until spring.

The mulching of land is good for

# Spray with Standard

**TO PROTECT AND IMPROVE TREES, SHRUBS AND ORNAMENTALS, GREENHOUSE AND GARDEN PLANTS, LAWNS!**

**STANDARD Elm Spray** — Destroys the insect carriers of elm phloem necrosis and Dutch elm disease. Protects healthy trees from infection. Also valuable for control of many defoliating insects and scale crawlers.

**STANDARD Dormant Spray Oil No. 1** (formerly DENDROL) — Effective control of scale insects. Destroys the over-wintering forms of these pests, eliminating scale build-up. Mixes instantly with water.

**STANDARD Brush Killer** — Effective against oak, hickory, elm, osage orange, brambles, poison ivy, poison oak. Can be used in summer or winter.

**STANDARD 25% DDT Concentrate** — For out-of-doors control of flies and mosquitoes. Also kills tussock moths, canker-worms, webworms.

**STANDARD Crabgrass Spray** — Controls existing crabgrass growth, prevents seeding. Will not harm grasses.

**STANDARD 2,4-D Weed Killer No. 2** — Controls dandelions, plantains, other broad-leaf weeds. An amine concentrate containing four pounds of 2,4-D per gallon.

**STANDARD Plant Spray** (formerly Garden Spray) — Efficient killing of many insects including red spiders, aphids, leaf hoppers, mealy bugs, lacewing bugs, and mites. Safe for plants, flowers, shrubs, trees.

**STANDARD Garden Dust** — An insecticide and fungicide. Controls most chewing and sucking insects as well as garden diseases.

**STANDARD Summer Emulsion Concentrate** (formerly VERBOL) — Use alone for sucking insects such as red spiders, white flies, certain scales, with nicotine for aphids and leaf hoppers; with lead arsenate for leaf-eating caterpillars.

For more information on the above products as they pertain to your particular pest control problem, write:

**STANDARD OIL COMPANY (Indiana)**  
910 South Michigan Avenue, Chicago 80, Illinois



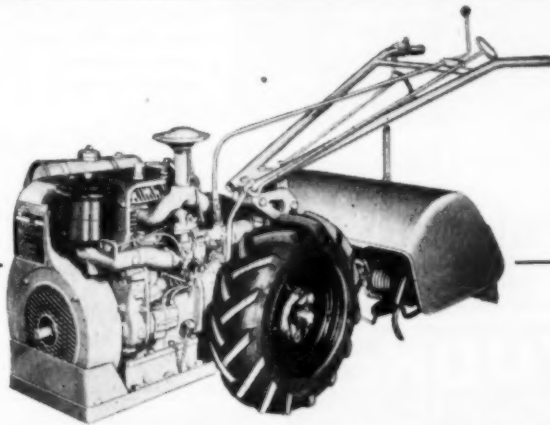
Available in Standard's 15-state Midwest territory.

moisture and soil conservation. Sawdust, straw, chips, spoiled hay and corn cobs are some of the materials used in mulching. Having protection on the surface is a big advantage for keeping the soil in good condition. The organic material is added a little at a time, the soil does not pack and there is less erosion. Highly fertilized hay is good as a mulch because the soil receives the benefits of the nutrients as well as the mulch.

## Business Meeting

President Dan Reynolds presided over the business meeting of the North Carolina Association of Nurserymen. At this meeting, the nurserymen voted to donate plants for landscaping the new horticulture building of North Carolina State College. The nurserymen also plan to give plants to the horticulture department for establishing a trial ground for ornamentals and a sum of money to maintain the trial ground. A suggestion was made and approved to give a plaque to members of the association to display in their nursery offices showing their membership.

The display of ornamentals by the association at the North Carolina state fair in 1952 caused much favorable comment and discussion. The nurserymen voted to make this dis-



## PLOW! DISC! HARROW! IN ONE OPERATION With the Ariens Heavy-Duty Tiller

• Prepares aerated, level seedbed without spading; cultivates —kills weeds—without tedious hand hoeing!  
Three powerful models: 7, 9, 12½-H.P. Wisconsin engine. Twin-disc clutch. 2 speeds forward; reverse. Full-width tillage from 2 to 10 inches deep. Precision-built—field-tested—thousands in use! America's first rotary tiller—still America's best! Write for details.

# Ariens

Ariens Company • 141 Calumet St. • Brillion, Wis.

## IMPORTED GERMAN KNIVES and SHEARS

Treat Yourself to the Best.

Tried and proven at our nurseries. The Superiority of TINA and REMEVE Brands Over All Other Imported Makes is recognized by the German Nurserymen's Association and nurserymen the world over.

Grafting Knives—9 Patterns  
Budding Knives—7 Patterns  
Pruning Knives—6 Patterns  
Pruning Shears—9 Patterns



No. 605 Grafting Knife

The finest grafting knife available to the trade.



No. 641 Budding Knife

Preferred by many growers of Roses for fast budding.



No. 650E Budding Knife

Most popular pattern of this type.



No. 626 Pruning Knife

Desirable for medium-heavy pruning on and off the nursery.



No. 2292 1/2 Pruning Shear

A masterpiece of highest precision. A must for every nurseryman.

Illustrated folder and prices mailed on request.

**BERRYHILL NURSERY CO.**

P. O. Box 696  
Springfield, Ohio

## HYPONEX PLANT FOOD

Grows Better Plants Faster

in SOIL, SAND or WATER

SELL HYPONEX for extra

profit. Nationally advertised.

Millions are now buying it

for house plants, garden

flowers, vegetables, lawn...

USE HYPONEX for top

dressing, seedlings, cuttings,

transplanting and general

feeding of plants. Produces

sturdier stock in less time.

Retail Price Dealer & Grower Cost

1-oz. pkt. 10¢—72 to cs. wt. 7 lbs. . . \$ 4.80 case

3-oz. can 25¢—36 to cs. wt. 12 lbs. . . \$ 6.00 case

7-oz. can 50¢—24 to cs. wt. 14 lbs. . . \$ 8.00 case

1-lb. can \$ 1—12 to cs. wt. 16 lbs. . . \$ 8.00 case

10-lb. drm. \$ 8—individually packed . . \$ 5.33 each

25-lb. drm. \$15—individually packed . . \$10.00 each

50-lb. drm. \$25—individually packed . . \$16.67 each

100-lb. drm. \$40—individually packed . . \$26.67 each

1 lb. makes 100 gallons liquid plant food.

If Your Jobber Cannot Supply You, Order Direct.

HYDROPONIC CHEMICAL CO., Inc., Copley, Ohio, U.S.A.



play an annual one and to try in this new way to familiarize the general public with proper landscaping material.

New officers of the association were then elected, as reported earlier in this article.

Tuesday afternoon, the nurserymen went on a tour to see certain modern houses and to discuss the landscaping of these houses. The tour was led by John Harris, extension specialist in landscaping, and E. G. Thurlow, professor of landscape design. Observing the house in its setting and obtaining opinions on how it should be landscaped proved to be interesting and educational and was the highlight of the short course. While discussing one of the houses, the nurserymen were greatly amused when a peddler went to the door of the house and in front of the group tried to sell some dogwood he was carrying around bare-root in his trailer. Result, no sale.

"The Krilium Story," a movie presented by the Monsanto Chemical Co., pointed out that Krilium is not a fertilizer but a soil conditioner. There are numerous advantages in soil that has been treated with Krilium, it was said. The soil will soak up water quicker and yet will not become waterlogged or crusty. Seeds planted in Krilium-treated soil will sprout easier and will come up quicker due to the greater availability of water. Aeration is maintained, and splash erosion is practically eliminated.

### Benefits of Irrigation

Paul Stoneburner, of the Atlantic Aluminum Co., told of the benefits of irrigation in the nursery. The main advantage of an irrigation system is that you can apply water when and where you want it. The portable-type system with small nozzles is gradually taking the place of the big gun sprinklers. The smaller type can be regulated better, and the distribution of water is easier to control. The average amount of water a crop will need in a month is around four inches, and the recommended method is to apply two inches of water at 2-week intervals. Care should be taken not to apply the water quicker than the soil can take it up. If water is applied too fast, it causes erosion and is costly.

Franc Daniels, Jr., representing the Jiffy Balling Co., demonstrated the use of a balling machine. The nurserymen were especially interested in the speed with which the plants were balled and in the ease with which the machine lifted the balled plants from the ground.



## Rustic Hickory

CHAIRS • ROCKERS • SETTEES  
SWINGS • GLIDERS • TABLES

—and a complete line of furniture for the porch, lawn, garden, solarium, social room. Sturdy, long-lasting, comfortable. Also complete bedroom outfits for the summer home, hunting and fishing camps, tourist courts, motels, etc.

This rugged, rustic furniture is a natural for nurseries. A few samples are all the inventory you need—our illustrated catalog makes selling easy. We ship your orders direct from factory.

Write today for catalog and complete information.

**INDIANA HICKORY  
FURNITURE CO., INC.**

Harry M. Wolfe, Gen. Sales Mgr.  
666 Lake Shore Dr. • Chicago 11, Ill.

## COMPOST — AS YOU LIKE IT



SCREENED  
SHREDDED  
GROUND  
MIXED  
PILED

Now, with two wheels and one-piece, tubular handle bar, this improved, self-powered grinder can be moved twice as easy. Mixes and screens soil, compost and other fertilizers fine enough for seeding flats and pots. Grinds leaves, stalks and other tough organic matter into ideal mulch or compost material. Separates trash from wanted materials. Easy to change from screens to rollers. Motor optional. \$124.50 less motor, F.O.B. Wichita.

**W-W GRINDER CORP.**

DEPT. F

WICHITA, KANSAS

### TREE WOUND HEALING PAINT

Use it — Sell it Profitably!

Since 1915, C-4 BLACK TREE WOUND PAINT has been healing bark, grafting and pruning wounds. Resell profitably at \$1.25 qt., \$2.75 gal. Your discount 10% from these prices. Packed 12 qts. or 4 gals. Order a case today!

**COOPERS CREEK CHEMICAL CORP.**

Nursery Dept.

Conshehocken, Pa.

**HOLLAND BURLAP SQUARES  
MANILA HAWSER ROPE (Many Ends)  
BAMBOO POLES and GREEN STAKES**

Write for prices, sizes and quantity desired.

**RAINBOW TRADING CO., Inc.**  
20 Ferry St. New York 38, N. Y.



## WESTERN CONVENTION

[Continued from page 11]

with the financing of the project, and it costs him nothing.

The customer can have as much as 36 months in which to pay, and the interest rate is the same as it was in 1934, when the program was started.

Krilium and its uses were the subject of a talk and movie presented by Robert A. Ehrhardt, Monsanto Chemical Co., St. Louis. Mr. Ehrhardt introduced his subject with a spectacular demonstration. To dry clay in a bowl was added enough water to make it the consistency of a cream soup. Then a small amount of Krilium was poured in and mixed with the contents of the bowl. Almost instantly the thin mud became crumbly, with the water seemingly absorbed by the soil.

After running the color film that showed the various uses and effects of Krilium, Mr. Ehrhardt discussed the cost of using the product. Because the cost of producing it is still high, its use for commercial purposes is necessarily confined to limited surface areas. Krilium is not a fertilizer but primarily a soil conditioner, and its effects are to improve soil structure, prevent crusting and prevent erosion.

## Salesmanship Aired

"Salesmanship, as I have observed it, is purely a job of being able to work with people," stated Frank Cozad, sales manager of Hallmark Greeting Card Co., Kansas City, in opening his talk on "Salesmanship and Merchandising."

"Salesmanship is really not anything difficult to understand," said Mr. Cozad, "if men want to get down to practicing the real fundamentals of human relations, but it has been our observation in dealing with salesmen that too many of them are careless about their relationships with the public. One of their greatest faults seems to be their failure to keep their promises. One large company reports that of 3,700 dealer complaints received last year, 2,394 were because salesmen did not keep their promises."

According to Mr. Cozad, merchandising is often confused with salesmanship. "Merchandising," said Mr. Cozad, "is that part of salesmanship which makes it easy for the customer to buy. I would like to tell you about an experience Hall Bros. had when they opened their new store here in Kansas City three years ago that I believe will point up the real importance of good salesmanship to business. They had run a store here for



**ROTO-HOE**  
GARDEN TOOLS

**2 h. p.**  
(as shown)  
only

**\$134.**

Useful All  
Year Around  
Complete  
Interchangeability

*America's Most Usable  
Garden Tool*

Enthusiastically Used by  
Many Leading Nurserymen.

Ever since the day we first had a nurseryman try ROTO-HOE in his plantings, more and more nurserymen have found this machine ideal for cultivating and aerating between rows and in narrow spaces.

## TIME, LABOR, MONEY SAVED

ROTO-HOE offers big savings in time, work and expensive equipment. There's no straddling, no breaking or injuring tops of trees, shrubs or plants. Its narrow width permits working right between the rows; over-all width 16 ins., tilling width 12 ins. It's easy to control depth of cultivation, too. Easy maneuverability permits cross cultivation even when plants are not equally spaced. Many nurserymen report excellent results using ROTO-HOE on greenhouse benches. (New center disk available for use on wood benches.)

ROTO-HOE'S 15 specially hardened teeth rotate at high speed thoroughly mixing soil up to 6 inches deep. The dependable 2-h.p. Lauson gasoline motor has plenty of power for the work, and a variety of low-cost attachments greatly extends the usefulness of this equipment all year 'round.

Our new 12-inch rotary cutter attachment is unsurpassed for mulching weeds in nursery rows—mulches any size, will even cut off cornstalks close to ground. This attachment costs only \$24 additional—attaches to ROTO-HOE in a few minutes.



## IT WILL PAY YOU TO INVESTIGATE

If you are not already familiar with what ROTO-HOE can do to help you get more work done easier and at less cost, you will want to write or phone us for details at once.

ROTO-HOE is nationally advertised and distributed.  
Some attractive dealer franchises still open. Write.

**ROTO-HOE & SPRAYER  
COMPANY**  
Box 25 Newbury, Ohio

## COLOR SLIDES

Sparkling 2x2-in. transparencies of landscape plants and plantings to help you sell. Free list. Sample 50c.

P. O. Box 15-A, E. Patchogue,  
Long Island, N. Y.

**Oak Park**  
NURSERIES

Please mention the American Nurseryman when writing advertisers

## Salem FERTILIZER SPREADERS

All models are equipped with patented, automatic shut-off and selective feed control. Just lift the handle, and the flow of fertilizer stops.

16-in. model illustrated.

A small size for  
small lawns



- Steel construction.
- Reinforced hopper.
- 18-in. spreading width.
- 22-lb. hopper capacity.
- Retail price, \$7.50
- Dealer's price, \$5.25

Send for information on other models.

**The SALEM TOOL CO., Salem, Ohio**

## TWINE ROPE BURLAP TWIST-EMS

One of the World's Largest  
Stocks of Twines and Rope

**J. E. Fricke Co.**

48 N. Front St., Philadelphia 6, Pa.  
MILLS: HULMEVILLE, PA.

## Make Money Every Time You Make This Simple Test

The Sudbury Soil Test Kit saves you from using wrong fertilizers by showing correct amounts of nitrogen, phosphorus and potash your soils need. Also shows pH. You get bigger yield, more fancies—more profits with less expense.

### No One Need Show You How

Easy as reading a thermometer! Nothing to know; nothing to learn. Make tests anytime, anywhere—even while plants are growing in benches or fields—at only 10¢ per test. No waiting for reports.

### SEND NO MONEY!

#### Let It Pay for Itself

Order today—pay post-man only \$4.95 plus postage on arrival, then send 4 monthly payments of \$6.75 each.

If you want to pay cash, we'll mail C.O.D. for only \$29.95 plus postage; or send check with order and we'll mail postpaid.

**Money-Back Guarantee**  
**SUDBURY LABORATORY**  
Box 689  
South Sudbury, Mass.

Dealers: Write for Special Offer!

**AMAZING  
LAWMAKER**  
Puts in complete lawns. One man does up to 30,000 square feet per hour. Tested. Approved. Write for details.  
**LAWMAKER**  
1019 N. Center Road Saginaw, Mich.

about 35 years when they decided to open a larger, more beautiful and better stocked store. After the new store had been opened for about eight months, they were becoming disappointed in the kind of job that it was doing. There were just not enough sales.

"There were some in the organization who felt this was due to poor salesmanship; so it was decided to test it out to see if such were the case. Eight people, on each of eight successive days, were given \$300 apiece and sent into the store with instructions to ask for one small item, but to buy anything that any salesperson tried to sell them up to \$300.

"Here is what happened: One of the shoppers spent 80 cents; another \$5, another \$8, and the most any one of the eight spent was \$59.

"Where those salespeople had an opportunity to sell and take in \$2,400 for the boss, they actually took in less than \$125. There is no way to measure what poor salesmanship can cost your company.

### Sellers' Market at End

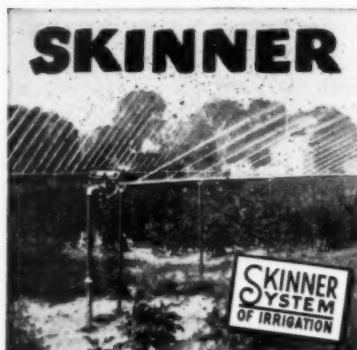
"For the past 12 years," continued Mr. Cozad, "because of the great spending program of our government, this country has been in a sellers' market. Housewives, mechanics, businessmen and even poor folks have had money that they have been trying to spend. There are forecasts everywhere that the trend is now for that housewife, mechanic, businessman and all the rest to try to save.

"In the December issues of Fortune, Time, Life and many other national publications appear forecasts that there will be less government spending, economic adjustment, bigger savings accounts by the people and less business for the stores and the businessmen.

"As this sellers' market passes and the buyers' market comes on, salesmen are going to be forced to do more selling, to use more of the old principles of salesmanship and to do more complete jobs in their selling on each prospect. They will have to make more calls, to take more rejections without becoming discouraged and to learn the art of turning a cold prospect into a hot one.

"You, as the leaders of your business, are going to find it necessary to spend more and more of your time talking about sales to your employees. Every sales manager is going to become more and more conscious of the difference between an employee and a salesman—the man who can come in at evening with business that will keep the force busy tomorrow.

"The salesmen in America have



### gentle penetrating rain it means money to you

**FORGET THE WEATHER**—full profit yields are assured when your plants and flowers can have a shower at the turn of a valve.

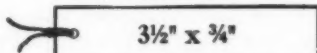
Skinner overhead lines give uniform, efficient distribution of water on growing plant areas at lowest possible cost. Nozzles are made for every type of application. Write today for complete catalog on Overhead Irrigation which shows many profitable usages and layout plans.

**The SKINNER IRRIGATION Co.**  
250 Water St., Troy, Ohio

Pioneer and leader in irrigation for nearly half a century

## ALUMINUM TAGS

(All-weather)



• Patented cardboard backing permits easy embossing with ordinary lead pencil.

• Heavy eyelet. Copper-wired.

• Attractive silver Aluminum, backed with yellow cardboard.

• Inexpensively priced:

|              |         |             |        |
|--------------|---------|-------------|--------|
| 1000 for.... | \$14.00 | 250 for.... | \$5.00 |
| 500 for....  | 9.00    | 100 for.... | 2.50   |

Write for samples.

**BERRYHILL NURSERY CO.**  
P. O. Box 696 Springfield, Ohio

## GRO-QUICK ELECTRIC SEED BED HEATER

### NEW HEAVY-DUTY SOIL CABLE for COMMERCIAL GROWERS

The finest soil cable ever made. Will take more abuse and outlast any soil cable ever made. Over 2½ times as much metal in the heating wire. New Geon insulation approved for continuous operation at 221° F. Beats any other cable by 45°. No sheath abuse.  
S808—400 watt—115 V. for 2 sash.....\$ 6.00  
S1608—800 watt—230 V. for 4 sash..... 12.00  
BT—Bulb Thermostat—15 Amp..... 15.00  
Large discounts for commercial users. Write today for free instructions, plans, data.

### GRO-QUICK SALES

18342 Lankar Ave., Dept. 75 Detroit 24, Mich.

## GREENHOUSE AND NURSERY SUPPLIES

**AMERICAN FLORIST SUPPLY CO.**

1335 W. Randolph St. CHICAGO 7, ILL.

# "ROOTS-THRU" PLANT POT

## WITH REINFORCED ROLLED EDGE

No longer necessary to remove  
mizing replacements.

Suitable for Potting Roses,  
and Many Other Items  
Flower. Longer

### ROSE POT

Top Diameter 7 ins.  
Height . . . 9 ins.  
Bottom . . . 5 ins.  
Per 100..\$ 6.00  
Per 1000 50.00

Packed  
200 per carton  
Weight, 25 lbs.  
per 100 pots.

Bottom Flaps Folded

### JUST POTTED

Will last full season on top  
of ground. Samples on Request.

"ROOTS-THRU" POT  
**BOULEVARD NURSERIES**

pots before planting, thus mini-  
Instructions on each pot.

Shrubs, Bulbs, Perennials  
for late Planting in Full  
Selling Season.

### PERENNIAL POT

Top Diameter 6½ ins.  
Height . . 6 ins.  
Bottom . . 5 ins.  
Per 100...\$ 5.00  
Per 1000.. 40.00

Packed  
200 per carton.  
Weight, 20 lbs.  
per 100 pots.

← 3 MONTHS  
AFTER planting  
in the ground.

When placing pots on top of ground  
leave a little air space around each pot.

PLANT POTS IN GROUND  
**Dept. C, NEWPORT, R. I.**

had 12 years of a sellers' market. Now to meet the test of the coming buyers' market, we believe that salesmen are going to need more and better training—80 per cent of large companies are in the midst of such a training program. They are teaching salesmen how: (1) To find new prospects (2), to make call-backs and (3) to sell after a refusal.

"In these ways they are trying to prepare for the changing market they believe is coming."

### Merchandising Forum

Following Mr. Cozad's talk there was an open forum on merchandising with Kenneth Haysler, Cloverset Flower Farm, Kansas City, Mo., as moderator.

Bob McHenry, Hillside Nursery, Wichita, Kan., opened the discussion by inquiring what percentage of a nurseryman's gross income could be spent economically for advertising. There proved to be a wide divergence of opinion on this subject, but it seemed to be pretty well agreed that the higher the prices charged, the greater the percentage that could be used for advertising.

Roy Graham, Old Orchard Gardens, Webster Groves, Mo., who has been in the retail nursery business only five years but who during that

**Williams & Harvey Nurseries announce a**

## NEW BIG TREE MOVER

- Lighter in weight
- Simpler to operate
- New sizes
- Fits your truck
- Demountable
- Less costly

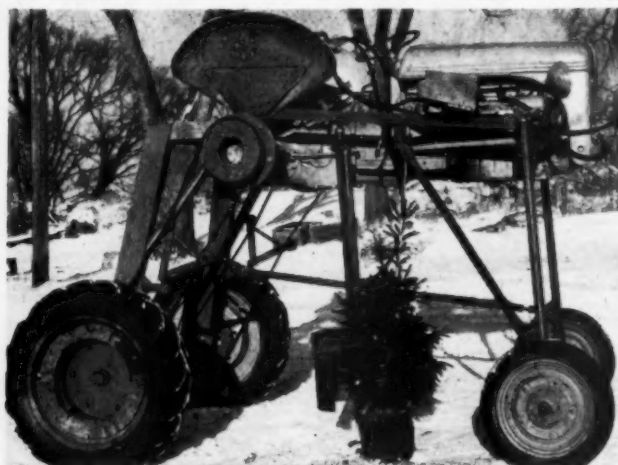
Watch for further announcement and pictures on these pages soon. For details and early delivery, write at once to:

**WILLIAMS & HARVEY NURSERIES**  
P. O. Box 7068, Country Club Station, Kansas City 2, Mo.



**BALL OVER  
150 TREES  
PER HOUR  
with a  
TWO-MAN CREW**

**SELECT TREES  
UP TO 6 FT. TALL**



**JIFFY  
BALLING  
CO.**

Long Lake, Minn.  
Phone 98

Write for  
literature.

time has increased his business four-fold, presented some interesting figures based on his experience with advertising. The first year his advertising cost was almost 24 per cent of his gross sales. The next year it dropped to slightly less than 17 per cent. The percentage continued to drop each year until it was down to less than 7 per cent in 1952. The momentum built up each year carried over into each succeeding year.

Most of the remaining period of the forum was devoted to a discussion of guarantees. There is little uniformity in the published warranties of nurserymen, but there was general agreement that one cannot be guided by a fixed policy, but rather by the merits of each individual case.

The second day of the convention opened with an illustrated lecture on "Autumn Colors," by Stanley McLane, landscape architect for J. C. Nichols Co., Kansas City, Mo. Mr. McLane's Kodachrome slides, pictures that he had taken over a period of 10 years, were unusually beautiful. They illustrated the fact that shade trees can be attractive not only in spring and summer, but in autumn and winter as well. Special emphasis was given to the oaks and maples.

#### A. A. N. President Reports

"What's Doing in the A. A. N." was the subject of a talk by Peter J. Cascio, West Hartford, Conn., president of the American Association of Nurserymen.

President Cascio announced that Richard P. White, executive secretary of the A. A. N., had been elected president of the National Institute for Commercial and Trade Organization Executives. He also acts in the capacity of chairman of the board of managers. This is a training school

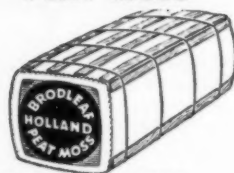
### "BRODLEAF" Imported HOLLAND PEAT MOSS

- ★ EXCELLENT QUALITY
- ★ HORTICULTURAL
- ★ STURDY BALES

*Carlot Inquiries Invited...*

**HALF MOON MFG. & TRADING CO., INC.**

90 WEST STREET — NEW YORK 6, N. Y. Telephone BArcley 7-8357



### METAL LABEL MARKERS

*Immediate Delivery*

Steel wire stakes with galvanized or green enamel finish — Aluminum and Galvanized Labels.

Also other Ideal Garden Gadgets.

SEND FOR  
DESCRIPTIVE FOLDERS  
TODAY



LANSING SPECIALTIES MFG. CO.  
LANSING 12, MICH.

### The Original SWISS ROTARY TILLERS



"The Machine that is copied but never equaled."

Best for 34 years

Mfd. by **SIMAR** since 1918

Write for details and price

**E. C. GEIGER CO.**

P. O. Box 270

NORTH WALES, PENNSYLVANIA

U. S. A. Distributor

### BURLAP

We are now featuring NURSERY BURLAP made from GUD-AS-NU, once-used burlap . . . bright, free from printing or excessive seams.

Try a bale! If not satisfied, return to us at our expense.

ROLLED BURLAP AND ONION BAGS (OPENED).

Samples and prices on request.

**ACME BURLAP BAG CO.**

Box 1051

Hartford, Conn.

### PLANT IT any time USE CRYSTAL No-Dri LIQUID WAX

Used for over 20 years to reduce wilting and setback of transplanted broad-leaved and coniferous evergreens, deciduous trees, flowering shrubs, etc. Safe on plant tissue; paint or spray it. Extend transplanting and landscaping through hot weather.

55-gal. drum . . . \$63.25 5-gal. drum . . . \$7.25  
30-gal. drum . . . 37.50

All prices F.O.B. Philadelphia, Pa.

**CRYSTAL SOAP & CHEM. CO., Inc.**

6300 State Road, Philadelphia 35, Pa., Dept. AN.

for trade association executives. Curtis Porterfield, Dr. White's assistant, graduated from the school last August.

An attractive, well-planned pictorial annual report has been sent out to the A. A. N. membership. In addition to outlining the activities of the association, it includes illustrations of the offices and office building, as well as portraits of the officers and committee heads.

Among other items of interest reported by President Cascio: There were 53 delinquent A. A. N. members at the most recent count. Exhibit space will be available at the next annual convention, at New York, in July, 1953. Nineteen spaces have already been reserved. Nursery stock is now classified as an agricultural product by the interstate commerce commission. Progress is being made in combating deceptive advertising. The A. A. N. is working closely with the National Better Business Bureau and associations of newspaper and magazine publishers in setting up standards for advertising copy.

Charlie Williams, Williams & Harvey Nurseries, Kansas City, Mo., speaking in behalf of the Western association, commended the retiring secretary, C. C. Smith, for his 12 years of faithful service. The association presented Secretary Smith with a brief case in appreciation of his work.

An event of more than usual interest was the introduction by President Wild of three generations of nurserymen in one family: Thomas Rogers, Sr.; Thomas Rogers, Jr., and John Rogers, father, son and grandson, all active in the nursery business.

The convention concluded with the usual committee reports and the election of officers. The next convention will be held at Kansas City the second week in January, 1953, with the exact dates to be determined by the executive committee.

The annual banquet was held the evening of the first day. Entertainment was provided by Virgil Woodside, baritone, accompanied by Philip Stevens, of the Kansas City Philharmonic orchestra, followed by dancing.

#### WESTERN NOTES

Joe Abrahamson, ubiquitous salesman for Mount Arbor Nurseries, was wearing a broad smile. His son, Joseph Douglas, was born January 7, at Springfield, Mo.

\* \* \*

When Kenneth Haysler, Cloverset Flower Farm, Kansas City, was

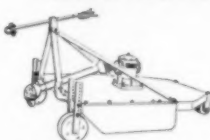
## A MONEY-SAVING TIP TO NURSEYMEN...

### WANT TO REDUCE HOEING COSTS?

#### WIGLE HOEING SAVES 80%

In all row and hill crops, the Wigle Hoeing Attachment will do the work of 6-8 hand hoes. Hoes 5-7 acres per day. Properly mulches soil, encouraging healthy growth. Thousands of farmers all over the country are using the Wigle Hoeing Attachment to save time, labor and money. Find out about this revolutionary tried and proven method of hoeing... write for FREE literature today.

#### Here Are 3 More Money-Saving AUSCO Farm Implements



#### AUSCO Rotary Shredder and Cutter

Heavy-duty. Use it for clearing crop residues, cleaning pasture, shredding orchard cuttings, etc. Controls weevils, borers, insect pests. No other cutter as sturdy.



#### AUSCO 3-Point Hitch Adapter Kit

Make your tractor worth more by adapting it to use modern lift-type implements. Ruggedly designed for years of trouble-free service.



#### AUSCO One-Row Cultivator

Wigle Hoeing Attachment fits this cultivator to a "T" for once-through cultivating and hoeing. Floating gang, tripshank. Priced to sell... built for service.



#### MAIL COUPON TODAY

Farm Implement Div., AUTO SPECIALTIES MANUFACTURING CO., St. Joseph, Mich.  
(Makers of Ausco Lambert Double Disc Tractor Brakes and Clutches)

Gentlemen: Send me FREE literature and name of nearest dealer for the AUSCO implement I have checked:

Name \_\_\_\_\_ RFD No. \_\_\_\_\_  
Address \_\_\_\_\_ State \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_

- ( ) Wigle Hoeing Attachment  
( ) Rotary Shredder & Cutter  
( ) One-Row Cultivator  
( ) 3-Point Hitch Adapter Kit

### THIS ONE HAS 9 LIVES!

THE ALUMINUM PLANT LABEL YOU'VE BEEN LOOKING FOR!  
NEW DOUBLE-FOIL DESIGN. OUTLASTS ALL OTHERS.

Write for full information and samples. Jobbers wanted.

*Everlast* PLANT LABELS, 14531 Victory Blvd., Van Nuys, Calif.

• Sell for greater profits...  
• use for greater profits  
FREE SAMPLE, literature, sales aids, prices. Write today to:  
**PLANT MARVEL**  
"Feed as you water"  
622 W. 119th St., Chicago 28

#### PLATE BOOKS for Nursery Salesmen.

Made for personal use.  
Send for catalog.

**B. F. CONIGISKY**

202 Main St.

PEORIA 2, ILL.

## BOOKS

### for Nurserymen

#### Better Fruits and Flowers

Plate Book for Northeast and Midwest.

Illustrates in full color 235 standard nursery items, brief descriptions. Price, **\$1.25** each in small lots.

#### Northwest Plate Book

Developed for Minnesota-Dakota area, **\$1.25** each.

#### Descriptive Nursery Catalog

Nicely illustrated, 48 pages and cover. Price, **30c** each in small lots.

#### Correct Planting Methods

A pocket-size, 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, **10c**. Write for discounts on quantities.

#### Evergreen Folder

Popular items in full color. Price, **12c** each in small lots.

#### Shrub Folder

Also in full color, **10c** each.

Write for Quantity Discounts.

Cash with order, please.

**A. B. MORSE COMPANY**  
ST. JOSEPH, MICHIGAN

### Now I Have My "Own Business"

"The time and money I spent . . . on the course has paid for itself many times over. The course advanced the organization of my own business by several years."

—J. L. Moreau, Jr., N. J.

● YOU can improve your earning capacity by studying landscaping in your spare time! Enter a profession where you will be in demand. American Landscape School has an easy, practical, home-study course that can be completed in 8 to 12 months.

45 beautifully illustrated lessons. Landscape gardening for homes, estates, parks, cemeteries. FREE lifetime consultation service. 37th year. Successful graduates throughout the world. Write today for free catalog.

Francis A. Robinson, president, is a partner of Robinson & Parnham, member of American Association of Nurserymen; in active professional landscape practice for 41 years.

#### AMERICAN LANDSCAPE SCHOOL

6650 Grand Avenue, Des Moines 12, Ia.  
I'd like to know more about how to make money through landscaping.

NAME.....  
ADDRESS.....

chosen moderator for the open forum on merchandising, he was warned by the program committee that he would be fined \$5 every time he used the word Cloverset. The committee did not collect a cent.

\* \* \*

Kim Andrews, Andrews Nursery Co., Faribault, Minn., noting that the delegates to the livestock convention meeting at the hotel all wore distinguishing 10-gallon hats, suggested that delegates to nursery conventions wear roses.

\* \* \*

Probably the oldest member of the Western association is Tom Rogers, Sr., 85, Winfield, Kan., who attended the convention with his son Tom, and grandson John, all of whom are active in the nursery business.

Tom, Sr., formerly operated the Winfield Nurseries, Winfield, Kan. Associated with him were his sons, John, Ed and Tom.

Eventually he sold the firm to his son-in-law, the late Jake Fife, and retired. Unable to remain inactive, he started the Rogers Wholesale Nursery, producing forest and fruit tree seedlings. He still operates this business with the aid of his son Ed.

Tom started in the nursery business when he was only 10 years old, pulling weeds and earning 25 cents per day. He attended his first Western association convention in 1906 at the Coates House, at Kansas City. The Coates House is still in operation as a hotel.

His son Tom and grandson John are in the nursery business at Wichita, Kan., using the trade name Thomas Rogers & Son.

\* \* \*

George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., had with him his new assistant, William C. Collins. Mr. Collins, who was formerly executive secretary of the Iowa Horticultural Society, was elected president of the Iowa Nurserymen's Association at its 1953 meeting.

\* \* \*

Clarence A. Chandler, Chandler Landscape & Floral Co., Kansas City, who rarely misses a convention, was on the Pacific ocean with Mrs. Chandler. They left January 5 on a trip to Hawaii.

\* \* \*

E. Asjes, Sr., Rosehill Nursery, Kansas City, accompanied by Mrs. Asjes, will leave soon on a Caribbean cruise. They plan a trip to Europe next summer.

## AMERICAN NURSERYMAN

### E-Z-GARDS

*beauty for the garden*

PROTECTS EVERGREENS,  
SHRUBS, FLOWERS, LAWNS

self-supporting  
available in colors  
and galvanized



## NURSERYMEN

\*\*\*\*\*

We Are Direct Importers of

DUTCH  
**BURLAP**

FOR THE NURSERY TRADE

Orders Now Being Booked for  
Spring Delivery

\*\*\*\*\*

FOR OUR LOWEST PRICES EVER

**AMERICAN-DUTCH  
BURLAP CO.**

P. O. BOX 177 CRANSTON 10, R. I.  
PHONE UNION 1-7963



FINEST QUALITY—PROMPT SERVICE  
LABELS PRINTED TO ORDER

Write for samples, prices and discounts.

**THE BENJAMIN CHASE CO.**  
DERRY VILLAGE, N. H.